

## Uncle Billy Watson Says:

**"If you don't get Ridgway Elevators on a Guarantee like that you ought to have a GUARDIAN APPOINTED FOR YOURSELF."**

And here is the Guarantee Uncle Billy refers to:

1. The Steam Hydraulic will run at virtually no cost.
2. It is Fool Proof.
3. There are no repairs.
4. Goes at any speed asked for.
5. Always goes so long as the old boiler holds together.
6. Goes when the engine is shut down and Jake the engineer has gone home.
7. **YOU DON'T PAY ONE CENT UNTIL IT MAKES GOOD.**

And then to back this guarantee are over 1000 of the best concerns all over the land who are running the machines and who

**WOULD NOT BUY ANY OTHER SORT OF ELEVATOR.**

But don't you know there is only one smart man to the hundred? The other 99 managers make up the So-Sos who in due course peter out and vanish.

As Mrs. Browning says:—

Every Ridgway elevator is a thing to bow to.

But only he who SEES takes off his hat.

The rest sit around and do the heavy dig—

Oh well, maybe it was burning bush and taking off of shoes and picking blackberries in the original, but the above is the STEAM HYDRAULIC translation.

But after all here's the moral:—

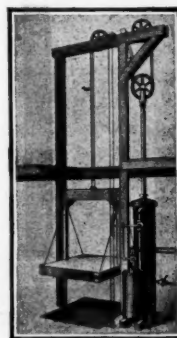
**"Hook 'er to the Biler"**

**CRAIG RIDGWAY & SON COMPANY**  
COATESVILLE, PA.

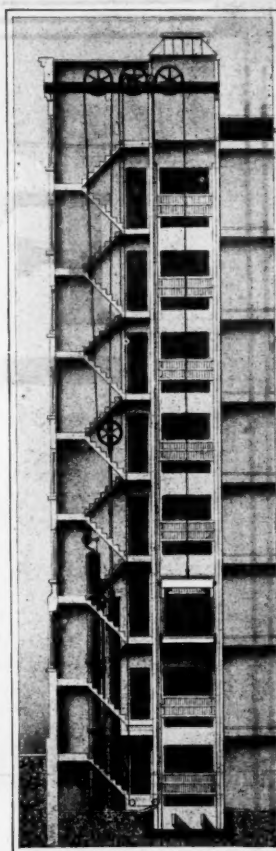
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# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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## HEAVIEST WEEK OF BEEF IMPORTS.

Imports of fresh beef at the port of New York during the past week have been the heaviest since this trade was inaugurated a month or more ago. A total of 16,911 quarters of beef came in during the week. The largest previous week's imports was three weeks ago, when 6,381 quarters were received. Of this week's receipts 13,981 quarters was chilled beef and 2,930 quarters frozen beef. All the chilled beef was Argentine, and 1,830 quarters of the frozen beef was Australian.

The heavy week's total was due to the arrival of the new refrigerated steamship Zinal direct from South America. This boat has the largest carrying capacity of any yet put on the direct service, and her cargo included 10,643 quarters of chilled and 1,100 quarters of frozen beef from Argentina. The balance of the week's arrivals was chilled Argentine beef via Liverpool, and one consignment of frozen Australian beef via the same route. The Zinal also brought a large amount of beef offal, including beef trimmings, beef rolls, shank meat, boneless chucks, hearts, livers, kidneys, sweetbreads, tails, tongues, etc.

The arrival of this big boat direct was responsible for the usual newspaper flurry. A sample of the misinformation given the consuming public was the headline in the New York Herald reporting that there was "6,000 tons of beef" on this boat—whereas there was hardly a thousand tons in the entire lot.

Another example of newspaper misstatement was the report that all this beef was brought in by big American packers, a statement which has been generally circulated ever since the big packers began shipping from their own Argentine plants. As a matter of fact, the River Plate Fresh Meat Company, a strictly independent Argentine concern, had 3,736 quarters of beef on the Zinal, and the Smithfield & Argentine Meat Company, an English-owned concern, had 1,398 quarters on the same boat. Considering the comparative capacity of the plants in the Argentine, this was a very even division of the cargo space.

Even this big week's receipts did not materially affect the local beef market. New York City alone will consume close to 16,000 quarters of beef per day, including hotel and steamship trade, and an importation averaging 1,000 to 2,000 quarters per day to the supply is hardly a "drop in the bucket." Besides, much of this imported beef was trans-shipped directly to Boston, Philadelphia and other Eastern points to satisfy trade demands in outside localities. By no means the greater part of it went into consumption in Greater New York.

Prices to consumers through the retail shops were not affected apparently by this addition to the supply. The Argentine chilled beef coming direct is of a quality so like the fair grades of domestic beef in the local market that only those who saw the inspection marks would know which was domestic and which imported beef.

## PRODUCING PORK IN ARGENTINA.

There has recently been organized a company which will erect a pork packing and bacon curing establishment in Rosario, says the Breeders' Gazette. Thus far Argentina has done little in the way of producing pork. It is said that what has been done thus far has resulted in pork and bacon of inferior quality, due in part to lack of care of the swine and to improper feeding. With the extension of maize-growing and alfalfa culture there would seem no sufficient reason why in time Argentina should not develop a hog industry of importance. Doubtless the character of the farming classes has much to do with the case. Had Argentine farmers been of Germanic or British stock, knowing pigs and liking the care of pigs, there would already have been a great industry in feeding Argentine corn in Argentina. The Spanish or Italian colonist is not well versed in animal husbandry, nor has he strong liking for the details of such endeavor.

## LABELS AND WEIGHT REGULATIONS.

Meat labels under federal inspection must comply with the federal net weight law. Regulations under the latter law are now being prepared, and when issued will govern meat inspectors in passing on meat labels. The following notice to inspectors by the federal meat inspection authorities explains the present status:

A committee representing the Secretaries of the Treasury, Agriculture, and Commerce is engaged in preparing regulations which are to be promulgated under the net weight and volume law recently passed by Congress. The approval by the bureau of all labels, cartons, etc., is in each case subject to the condition that unless weights are indicated on the same in accordance with the new regulations such approval will be null and void on and after the date on which the proposed regulations will be effective. Notice regarding the issuance of such regulations pertaining to meat and meat food products will be given as early as possible.

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

## BEEF AND PORK SUPPLY LESS.

Statistics of the marketing of cattle and hogs at the principal markets for the eleven months of the year to December 1 show a diminished domestic beef and hog supply, even compared to a year ago. Figures for the six principal markets for the eleven months show more than 100,000 less cattle marketed than for the like period of 1912, and almost half a million less hogs. Sheep and lamb receipts were slightly ahead of a year ago.

Receipts of cattle at the six chief packing points for the year to date, according to the Chicago Drovers' Journal, were 6,828,000, compared to 6,930,000 a year ago. Hog marketing at six points totalled 16,637,000, compared to 17,064,000 a year ago. Sheep receipts for eleven months were 12,184,000, compared to 12,111,000 last year.

Hog marketing at eleven points for the year to date totalled 22,370,000, compared to 23,454,000 for the same time last year, 21,981,000 two years ago, and 17,999,000 three years ago.

The National Provisioner's Omaha correspondent comments this week on the fact that hog receipts at Omaha in November were the largest for that month in 12 years, and yet average weights were the lightest for November in 20 years.

## STOCKS OF PROVISIONS.

Official reports of stocks of provisions at five chief packing centers at the end of November show increased stocks of pork and cut meats compared to a year ago. Lard stocks were slightly less, but double the supplies of two years ago at that time. A synopsis of the official reports shows the following stocks on hand:

	Pork, Bbls.			Lard, Tons.		
	Nov. 30, 1913.	Oct. 31, 1913.	Nov. 30, 1912.	Nov. 30, 1913.	Oct. 31, 1913.	Nov. 30, 1912.
Chicago .....	33,940	30,430	44,392	64,128	81,708	23,191
Kansas City .....	2,119	1,517	1,937	7,018	8,530	6,160
Omaha .....	2,821	2,047	1,350	6,892	7,093	4,228
St. Joseph .....	1,240	688	586	7,799	3,576	4,542
Milwaukee .....	4,286	2,124	2,503	4,750	5,578	2,323
Total .....	44,406	36,806	50,770	90,587	107,412	40,444
	Cut Meats, Lbs.			Lard, Tons.		
	Nov. 30, 1913.	Oct. 31, 1913.	Nov. 30, 1912.	Nov. 30, 1913.	Oct. 31, 1913.	Nov. 30, 1912.
Chicago .....	62,468,771	63,302,701	48,780,582	137,603,200	130,368,003	108,089,904
Kansas City .....	23,379,200	21,399,400	24,242,800	18,478,000	18,448,018	16,190,687
Omaha .....	18,284,355	16,637,807	10,371,403	12,972,874	10,580,677	8,504,432
St. Joseph .....	12,972,874	10,580,677	8,504,432			
Milwaukee .....						
Total .....	137,603,200	130,368,003	108,089,904			

Bargains in equipment may be obtained by watching the "For Sale" department, page 48.



## FIGURES OF FEDERAL MEAT PACKING CENSUS

### Slaughtering Industry Exceeds All Others in Value of Products

The federal Bureau of the Census this week made public its final report on the census of 1909 covering the slaughtering and meat packing industry. The census covered the calendar year 1909, and this announcement of the figures is somewhat ancient. It would not appear necessary to take four years to compile these statistics, and yet that is just what the Bureau of the Census has done. It is not an example of governmental efficiency of which the country or the industry can be very proud.

As a matter of fact, The National Provisioner published all these facts and practically all these figures in its issue of November 11, 1911, more than two years ago. Director Durand of the Census Bureau furnished a bulletin at that time giving the essential facts and figures, which were widely published and commented upon.

The revamping of this report two years later by the new Director Harris is of no particular importance, but it is worth while to reprint the statement, since it again brings to notice the fact that the industry most widely assailed and most bitterly attacked by newspapers, politicians and professional writers and lecturers is the industry which leads all others in this country in the value of its products. It is greater even than the lumber and the iron and steel industries, which rank second and third, respectively.

The official statement issued this week, repeating the facts printed two years ago, says:

The slaughtering and meat-packing industry, according to the classification adopted for the presentation of the statistics at the census of 1909, includes wholesale slaughtering and meat-packing establishments, public abattoirs, and establishments making a specialty of manufacturing sausage. It does not include the retail butchering establishments. It is impossible, however, to draw a hard and fast line between the wholesale and retail business. The statistics for the industry may be accepted as representing practically all important establishments engaged wholly, or chiefly, in slaughtering and meat packing; in slaughtering, and in the manufacture of sausage for the wholesale trade.

The present report distinguishes three classes of establishments: (1) Those whose chief products are cured and packed meats; (2) those whose chief products are fresh meats; and (3) those whose chief product is sausage. In compiling the statistics each establishment was assigned to one of the three groups according to its product of chief value.

In 1909 the total number of establishments in the slaughtering and meat-packing industry as a whole was 1,641; the number of persons engaged in the industry, 108,716, of whom 89,728 were wage earners; the capital invested was \$383,249,170; the cost of materials, \$1,202,827,784; and the value of products, \$1,370,568,101. The sum of \$71,698,677 was paid out in salaries and wages.

As regards value of products, the slaughtering and meat-packing industry ranks first in the United States, with the lumber industry second, and steel rolling mills third.

Of the 1,641 establishments canvassed in 1909, 656, or 40 per cent., were engaged primarily in slaughtering and meat packing; these establishments employed 90.7 per cent. of the total number of wage earners and contributed products to the value of \$1,204,248,578, or 87.9 per cent. of the total for the industry as a whole. Although establishments engaged chiefly in slaughtering formed approximately one-third (34.4 per cent.) of the total number, they employed only 7.2 per cent. of the total number of wage earners, and the value of their products represented but 11 per cent. of the total for the entire industry. The 420 establishments engaged chiefly in the manufacture of sausage reported 2.1 per cent. of the wage earners and contributed 1.1 per cent. of the total value of products. In the case of establishments engaged primarily in meat packing, the cost of materials equaled 88 per cent. of the value of products; in the case of those engaged primarily in slaughtering, 87.4 per cent.; and of those making sausage, 75.8 per cent.

Of the 656 establishments doing slaughtering and meat packing, 159 did no slaughtering, but were engaged exclusively in packing meats. Of the 565 establishments engaged chiefly in slaughtering, 31 were abattoirs in which animals were slaughtered for others, including both the wholesale and retail meat dealers; the value of products for the latter class of establishments represents chiefly the amount received for slaughtering.

The number of establishments in the industry as a whole increased 20 per cent. from 1889 to 1909. The number of wage earners more than doubled during the 20-year period, while the value of products increased 142.7 per cent. and the cost of materials 149.1 per cent.

#### Illinois in the Lead.

The slaughtering and meat-packing industry is well distributed throughout the United States, establishments being reported in 1909 from 43 States and from the District of Columbia. Illinois is by far the most important State in the industry. It was surpassed in number of establishments, however, by New York, Pennsylvania and Ohio, the establishments in Illinois being, in general, much larger than those in any other State. The value of slaughtering and meat packing products in Illinois increased 35 per cent. during the decade, but the relative importance of the State in the industry declined during this period, the proportion of the total value of products contributed by the State being 28.4 per cent. in 1909, as compared with 34.5 per cent. in 1904 and 36.6 per cent. in 1899.

In value of products Kansas ranked second both in 1909 and 1904, New York third, Nebraska fourth, and Missouri fifth. In 1909 these five States reported 62.3 per cent. of the total value of products in the industry, 60.3 per cent. of the average number of wage earners, and 27.1 per cent. of the establishments. Few changes took place during the five-year period in the ranking, as determined by value of products, of the more important States in the slaughtering and

meat-packing industry. Iowa, Ohio and Texas advanced in rank, while Massachusetts, California and Minnesota declined. The advances in the ranking of the more important States were due to the great increase in the meat-packing branch of the industry. In Iowa the wholesale slaughtering branch of the industry actually declined. Of the 10 leading States, Ohio showed the most rapid increase in value of products during the period from 1899 to 1909—144.6 per cent. Still higher percentages are shown, however, for some of the other States, notably Utah, New Jersey, West Virginia, Delaware and Michigan.

Nearly three-fourths (72.2 per cent.) of the wage earners employed in the industry as a whole in 1909 worked in establishments where the prevailing number of hours of labor was 60 per week. Only 5.5 per cent. were employed in establishments where the usual hours were 48 and under. In all the States for which separate figures are shown 60 hours per week constituted the most common time of employment.

#### Form of Ownership.

In 1909, of the total number of establishments 29.7 per cent. were under corporate ownership, as compared with 24.4 per cent. in 1904. While corporations thus controlled approximately three-tenths of the total number of establishments in 1909, the value of the products of these establishments represented nearly nine-tenths of the total for the industry. In 1909, 10.1 per cent. of the establishments manufactured products valued at \$1,000,000 or over, as against 9 per cent. in 1904. While such establishments represented a comparatively small proportion of the total number at both censuses, they reported 85.8 per cent. of the total value of products in 1909 and 83.9 per cent. in 1904.

The average value of products per establishment increased from \$755,149 in 1904 to \$835,203 in 1909, and the average value added by manufacture from \$90,591 to \$102,218. The average number of wage earners per establishment, however, decreased from 62 in 1904 to 55 in 1909.

The total expenses in 1909 were \$1,317,366,878, distributed as follows: Cost of materials, \$1,202,827,784, or 91.3 per cent.; wages, \$51,644,720, or 3.9 per cent.; salaries, \$20,053,957, or 1.5 per cent.; and miscellaneous expenses, made up of advertising, ordinary repairs of buildings and machinery, insurance, traveling expenses, and other sundry expenses, \$42,840,417, or 3.3 per cent. The cost of materials constituted the principal item of expense in the slaughtering and meat-packing industry, forming a very large proportion of the total in each of the three branches of the industry.

#### Number of Animals Slaughtered.

The total number of animals slaughtered for food in the United States in 1909 was 88,358,815. Of this number, the hogs slaughtered represented 60.2 per cent.; sheep and lambs, 16.7 per cent.; beefs, 15.4 per cent.; calves 7.4 per cent.; and goats and kids, three-tenths of 1 per cent.

The increase from 1899 to 1909 in the number of beefs slaughtered was 2,589,036, or 46.9 per cent.; in number of calves, 1,620,871, or 183.4 per cent.; of sheep and lambs, 3,145,329, or 34.5 per cent.; and of hogs, 3,275, (Continued on page 43.)



## CATTLE AND BEEF SUPPLIES OF BRAZIL

### Meat Resources of Another South American Country

By Consul General Julius G. Lay, Rio de Janeiro.

The recent experimental shipments of frozen beef from Argentina to the United States probably mark the transition stage in the beef industry of the United States. Since the latter will no longer be able to supply the local demands, the potentialities of South American countries for cattle raising will be of increasing interest to North Americans.

Brazil is surpassed by Argentina in both the number and the careful breeding of cattle, but the fertile land in Argentina is being held at very high prices, and cattlemen and companies seeking opportunities for investments in cheaper grazing lands are now looking to Brazil.

The most suitable land in Brazil now being utilized for grazing cattle is in the states of Rio Grande do Sul, Parana, Santa Catharina, Sao Paulo, Minas Geraes, Goyaz, Matto Grosso, Bahia, Ceara and Piahy. All the territory in the southernmost State of Brazil, Rio Grande do Sul, in which are already located numerous ranches, has railways carrying its products to the ports on the Atlantic.

Some of the pastoral regions in the State of Parana also have railway connection with its seaports and consuming markets. In the State of Minas Geraes, the zone known as the Triangulo Mineiro, famed for the excellence of its vast natural ranches, and other extensive pastoral regions, where the breeding of beef cattle is carried on to a considerable extent, are served by railways which transport beef to the large consuming centers, the cities of Rio de Janeiro, Sao Paulo and Santos.

#### New Packing Plant at Barretos.

The State of Sao Paulo, where railroad extension has reached a higher state of development than elsewhere in Brazil, possesses areas well suited for cattle raising. A very large packing and refrigerating plant is nearing completion in the city of Barretos. In Goyaz considerable territory suitable for grazing will be opened up on the completion of the Goyaz Railway, now well advanced.

The ranch lands in the State of Matto Grosso are very extensive and reputed to be covered with nutritious grasses, but the State is remote from the centers of consumption and is as yet inaccessible by rail.

The absence of reasonable railway transportation rates has prevented the cattle business from becoming profitable in most districts of Brazil. Shipment has been conducted, therefore, on a limited scale. Driving from one point to another must at present be resorted to, but it is only a question of a few years until this method of bringing the product to the markets will be superseded by modern transportation facilities. Refrigerator cars are now being installed.

#### Beef Supplies in Brazil.

While there are no reliable statistics of the pastoral industry in Brazil, it is estimated that there are 30,000,000 cattle in this country, of which Rio Grande do Sul is credited with 8,000,000 and Minas Geraes with 5,000,000. In 1908 the salted-beef establishments of Rio Grande do Sul killed 588,000

cattle. In 1911 the State of Minas Geraes sent 349,653 cattle to the slaughterhouses of Rio de Janeiro and Sao Paulo.

Like other countries, Brazil has suffered from troublesome cattle diseases and insect pests. Native labor, though not plentiful, can usually be obtained near ranges. It is not any higher than in the United States, if as high.

Cattle for consumption in the large centers of population are sold at different markets situated at railway centers in the interior of the ranching states and are handled as follows: The boiadeiro, or herdsman, acquires the cattle from the rancher and drives them to a central point where they are purchased by the marchante, or cattle trader; who in turn sends them to the slaughterhouses, where they are purchased by the retail meat merchant.

For the past two years cattle in Brazil, as elsewhere, have risen in value; and since the number in Brazil does not supply the local demand, the tendency will be toward a further rise in price. Some six months ago fat steers, weighing 1,000 to 1,100 pounds, delivered at the point of slaughter, sold at \$40 to \$45, according to quality and condition. This year cattle have advanced in value at least \$3 a head, but an expert here estimates that a ranch could be stocked with cows in Matto Grosso, Goyaz or Minas Geraes at not exceeding \$23 per head.

In the cities of Rio de Janeiro, Bahia, Pernambuco and Sao Paulo the average price of beef is 11 to 16 cents per pound. On the Amazon the price is much higher.

#### Acquisition of Cattle Ranches and Prices.

Under the constitution of the Republic of Brazil, all public lands were returned to the governments of the several states, from which small holdings can sometimes be acquired; but there are no homestead laws in Brazil, and it would be inadvisable for American cattlemen to attempt to start ranching in this country on a small scale and without abundant capital. It is better to follow the method of the large foreign company that is now operating here and purchase the land from individual owners, who have held title thereto for several generations.

Grazing lands can be purchased in the southern states of Rio Grande do Sul, Santa Catharina, Parana and Sao Paulo for \$2 to \$50 per acre, the price varying with the location and quality of the land. In Rio Grande do Sul there are many sections where even higher prices are paid. In the states of Matto Grosso, Goyaz and Minas Geraes the prices range from 30 cents to \$1 an acre. It is difficult, however, to estimate the cost of ranch land in Brazil, because so much depends on the chance of combining suitable locations with a small outlay for the necessary preliminary investigation and other expenses incident to the purchase.

Taxes vary in different states. The State of Minas Geraes imposes a tax of \$1.35 to \$1.50 per head on cattle to the markets of Rio de Janeiro and Sao Paulo. All the meat from Rio Grande do Sul is shipped as xarque, or jerked beef, and pays an export tax of 2

per cent. ad valorem. In Minas Geraes the taxes on range land are nominal. In Rio Grande do Sul the average tax amounts to about 1½ cents an acre per year.

The Government of the State of Minas Geraes assists this industry by contributing one-half of the cost of dipping tanks, by transporting gratis pure-bred stock for breeding purposes, and by maintaining veterinary stations. The Government of the State of Rio Grande do Sul maintains veterinary stations and also encourages the pastoral industry indirectly by awarding substantial prizes for native-bred stock. Similar assistance is furnished by the Government of the State of Sao Paulo.

The Federal Government, in accordance with a law passed in 1911, assists, with a subvention of \$1,700 to \$60,000, associations and individuals who establish model breeding farms, and refunds to individuals the cost of transportation of high-bred imported animals for breeding purposes. It also maintains at Rio de Janeiro and other centers a veterinary service, the staff of which is at the disposal gratis of all ranchmen to assist in the extermination of cattle diseases.

#### CUDAHY FINANCIAL STATEMENT.

The Cudahy Packing Company, in its financial statement for the year ended November 1, shows gross sales of \$104,408,789, more than \$11,000,000 more than in the previous record year, 1910, and 15 per cent. greater than last year.

Net profits for the year, after a \$521,000 deduction for depreciation, amounted to \$1,329,178, of which only \$820,000 is required for dividends on the \$2,000,000 preferred (6 per cent.) and \$10,000,000 common (7 per cent.). The total earned on the common issue was 12.09 per cent. This compares with 13.09 per cent. earned in 1912, 9.59 in 1911, 8.99 in 1910, and 21.44 per cent. in 1909, when an extra dividend of 3 per cent. was distributed.

The statement of earnings compares with last year as follows:

	1913.	1912.
Gross profits .....	\$1,830,682	\$1,651,686
Repairs and depreciation .....	521,504	522,221
Net profit .....	\$1,329,178	\$1,129,465
Preferred dividend .....	120,000	120,000
Common dividend .....	700,000	700,000
Year's surplus .....	\$509,178	\$609,465
Balance sheet November 1, 1913:		
ASSETS.		
Cash .....		\$1,809,872
Accounts and bills receivable .....		5,953,754
Investments .....		883,694
Inventory .....		11,995,018
Car line .....		1,491,777
Plants .....		7,852,369
Branch houses .....		2,128,848
Totals .....		\$32,115,536
LIABILITIES.		
Bills and accounts payable .....		\$10,501,063
Bonds .....		4,020,000
Preferred stock .....		2,000,000
Common stock .....		10,000,000
Surplus and profits .....		5,593,873
Total .....		\$32,115,536

Edward A. Cudahy, the president, gives interesting figures of the company's operations during the year, itemized as follows:

Number cars shipped .....	40,162
Freight paid .....	\$4,568,106.00
Paid for live stock .....	\$75,962,874.89
Cattle bought and slaughtered .....	508,897
Hogs bought and slaughtered .....	1,832,245
Sheep bought and slaughtered .....	1,060,373
Calves bought and slaughtered .....	74,409

Wages to all employees, exclusive of executive officers, totaled \$7,187,484.

## PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### DIMENSIONS OF SMOKEHOUSES.

A Texas packer asks the following questions:

Editor The National Provisioner:

Can you tell me what is the proper height to build a sausage smokehouse, capacity 2,000 pounds at a time, and the proper height sausage should hang above the fire? Also, the proper height to build a ham and bacon smokehouse, capacity 3,000 pounds, and the proper height to hang the meat above fire to secure best results with least shrinkage?

We want to build these smokehouses within a building, starting on the floor above the ground floor. Is there any material we can build them of as suitable as brick, but lighter in weight and equally fireproof?

In the first place, a smokehouse is much better built with the fire chamber on the ground floor, and brick construction has always given good satisfaction and probably is as cheaply erected as any other material. All smokehouses should be operated on the trolley system, for every reason. One smokehouse should be ample to handle the amount of meats and sausage mentioned in your inquiry.

The best small smokehouses in the country are those of the branch houses of the big packing concerns, and usually have only two chambers—fire and meat. A tin roof with a good ventilator is necessary, also ventilation controllable with a chain from below. The door of the fire chamber should also be equipped with a slide, to better control the necessary draught and circulation of smoke.

The top of the smokestack, which is about 2½ feet square, is covered with a flat stone or flag, resting upon 4 bricks laid flat, one on each corner. This gives ample draught. The stone should be a few inches larger

than the stack, to keep out the rain, etc. Underneath the stack should be a drip pan to arrest condensation, which will occur practically all the time.

Ordinarily the screen floor is about 12 feet above the fire, and the chamber above is sufficiently high to allow for the beam, hanger, trolley, tree and meat, the bottom row of hams being about a foot from the screen. A 12 x 12-foot house, 22 feet high, would be amply large enough; or if built in the house, built so that the floors of the smokehouse would be on a level with the floors of the house. Smokehouse trees can be easily adjusted.

Sausage should be smoked at a temperature of 155 to 160 degs. Fahr., and should be finished in two hours. Cook after smoking.

### HANDLING MEATS IN NEW YORK.

An outsider packer who is enlarging his business writes for information concerning the New York City market. Says he:

Editor The National Provisioner:

Can you give me some idea of the cost of handling green meats in New York City, and would it pay me better to open a branch there or sell on commission or through a broker?

The cost of handling green meats—fresh meats, such as porkloins, shoulders, butts, etc.—in New York City, figuring rent, payroll, refrigeration (but not freezing storage), light, telegraph, teaming and sundries, will run from 35 to 45 cents per 100 pounds, the minimum being the objective point to the packer, of course. Shipping from other cities to New York incurs other expenses, such as packages, paper, freight, icing enroute, extra labor, etc., so that in all the total expense cannot be much under one cent per pound. Also meats deteriorate in appearance and shrink considerably.

The question of weight is often an aggravating one between seller and buyer, and frequently causes considerable loss of trade to the seller, especially when he is unreasonably arbitrary. The branch house proposition is not always a howling success, and is only too frequently the cause of a con-

trovery exceedingly unpleasant for all concerned, and in addition a losing proposition to the packer. New York buyers come very nearly being "onto the job." When they "come for you" they have a few things up their sleeve every time, especially the "grave digger" element, whose name is legion in New York City.

### CHILL OLEO FATS BEFORE HASHING.

A Western subscriber asks this question: Editor The National Provisioner:

Is it advisable to chill oleo fats in the cooler before hashing? If so, how long should they be chilled and at what temperature?

An authority on such matters states that he made a test on caul and ruffle fats, spreading the warm fats on racks and placing them in a temperature of 28 degs. Fahr. for 36 hours. The shrinkage from warm to chilled weight was 4.67 per cent. The rendered fats produced a musty oil, due he thinks to the fats not being chilled quickly enough.

The best results, he found, were from fats thoroughly washed and introduced into the iced water vats from the killing floor as quickly as possible; run through the fat cutter, of course, to the chilling vats, then hashed and put into the rendering kettles.

### LESS MEAT ON HOTEL MENUS.

Western hotel men are considering a proposal to put more vegetables on their menus and not so many meats. It is urged that the elaborate list of meats served at the first-class hotels helps to keep the price of meat up. Some of the hotel keepers think their patrons would eat less meat if vegetables were served in more attractive variety.—New York Globe.

Is there something you want to know badly that you remember reading in The National Provisioner, but you can't recall the date? Get a binder and keep your copies of the paper, and then you'll have it handy, and won't have to waste time writing for it. Our new binder costs but \$1. Ask us about it.

## Built for Repeat Orders—Not for Price

Satisfactory service for a period of more than 20 years is the splendid record of many Swenson evaporators in American packing houses and glue and rendering establishments. The results have been so satisfactory to the owners that more than 225 Swenson evaporators are now in operation in plants of this character. More than half of our business at present is made up of these repeat orders from satisfied customers.

The Swenson is not the cheapest evaporator on the market, for many of the parts are made of materials much more expensive than used in other evaporators. Cheaper materials have been tried, and abandoned because they would not stand the constant heavy service for which Swensons are designed. Our copper tubes cost more than steel or charcoal iron, but they are cheaper in the long run, because they last so much longer.

# SWENSON EVAPORATOR CO.

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CHICAGO, U. S. A.



# THE NATIONAL PROVISIONER

New York and  
Chicago

Official Organ American Meat Packers'  
Association.

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## MEAT PACKERS' PROFITS

"Cudahy made \$1,300,000 last year. Robber!"

That is about the way the average daily paper would state the case. It is a fact that the Cudahy Packing Company made \$1,300,000 net profit last year. To do this, however, it was necessary for them to turn over gross sales of nearly \$105,000,000. It was necessary not only to finance this latter amount continually, but over one-half million cattle, nearly 2,000,000 hogs, and over 1,000,000 sheep and calves had to be collected from all parts of the country, transported to packinghouses, slaughtered, chilled, cured or otherwise prepared; refrigerator cars had to be furnished, branch selling agencies maintained, allowances made for depreciation of product and loss through government condemnation; general office expense had to be met, and many other expensive operations

were involved in the year's operations.

What was the net result? The Cudahy Packing Company made an approximate profit of 75 cents on each head of cattle, 40 cents on hogs and 25 cents on small stock. The mere slaughtering of these animals would cost more than that on the farm, to say nothing of all of the other involved operations and expenses. Yet there is no end to the cry that the packers are making an exorbitant profit.

Looking further into some of the figures submitted, it is found that out of the total of possibly \$90,000,000 received from the sale of direct livestock products, the Cudahy Packing Company paid the farmer nearly \$76,000,000. To that had to be added all of the other costs of operation before taking into consideration the sales figures.

This statement alone should stop the cry that the packer is not giving the farmer his proportionate share of the sales of meat. And it is a fact that the statements of all of the other large packers will show a very close approximation to the figures of the Cudahy Packing Company.

To accomplish the results shown it was necessary to ship over 40,000 cars of perishable product, for which the railroad companies received over \$4,500,000. The net result of the entire year's activity was a paltry one and one-third per cent. on sales.

If every packer would publish broadcast such figures as these, the general public might soon have a very different idea as to the lucrative results from packinghouse operations.

## WHY THEY DIDN'T DO IT

There are two classes of people trying very hard just now to "square" themselves with the public—those who prophesied cheap meats as a result of free meats, and those who predicted cheaper foods as a result of restrictive cold storage legislation. Both have "fallen down" as prophets, and each class is now busily engaged in "setting a backfire" to distract attention from their failure as prophets and to unload the blame onto somebody's shoulders.

The people who promised cheap beef along with free beef are starting up the old howl of "beef trust," just as it was predicted they would. The floods of cheap meat, promised when we should let down the tariff bars, did not materialize. Somebody must be to blame. "Soak the beef trust!" So they devise the tale of a "world monopoly" of beef supplies in order to cover up the failure of their free trade theories.

Those who denounced cold storage as the cause of high food prices, and predicted that restrictive cold storage legislation would remedy the situation, now face a situation made infinitely worse by ignorant and ill-advised

legislation. So they put the blame on a mythical "cold storage monopoly," and set the Attorney General of the United States to hunting for it. As if we had not already had investigations galore!

The trouble with these theorists and agitators is one of two things—either that they are not willing to acknowledge the existence of a law of supply and demand, or that they never heard of such a thing! As regards beef, they are beginning to discover that the world is not producing enough to go around, and until production is increased to meet the ratio of population and demand growth, the price situation will not be remedied. As regards cold storage, rash restrictive legislation has served only to further curtail an already inadequate food supply, and until the public realizes that cold storage is a blessing instead of a curse, and that it must be reasonably regulated through intelligent legislation—until that time the situation will not improve.

## COLD STORAGE ROT

The rottenness in connection with the cold storage question appears to be chiefly in the "rot" perpetrated by newspapers and agitators, rather than in the condition of stored food products or in the alleged manipulations of cold storage interests. We thought the limit of absurdity had been reached some two or three years ago when the cold storage agitation was at its height. But it appears that there were heights—or depths—of exaggeration all unsuspected, of which these alleged purveyors of information and advice to the public were capable.

Pennsylvania has already discovered that restrictive cold storage legislation limiting the periods in which foods may be stored is not a remedy for high prices. On the other hand, it has made prices higher by interfering with the storage of food supplies and upsetting market conditions. The Governor of Pennsylvania has been compelled to appoint a commission to investigate conditions under the present law, and this commission has already discovered that there is another side to the question than that presented by agitators and sensationalists. It now seems possible that Pennsylvania will get a little real light on the cold storage situation. But it will be a rather expensive illumination.

Meanwhile the daily press teems with misleading headlines and alleged information which to the informed person is more than ridiculous. It is "rot"—dangerous rot, because it will cost the consuming public dear, as it has done in Pennsylvania, before its rottenness is proved. Cold storage should be, and will be regulated, but the public will pay a pretty penny for the privilege of taking its advice on that point from most of those who have been volunteering it up to date.



## TRADE GLEANINGS

The plant of the Victor Cotton Oil Company at Gaffney, S. C., has been damaged by fire.

The Boaz Cotton Oil Company, Boaz, Ala., has selected a site at Gadsden on which it will erect a mill.

The cottonseed oil mill owned by F. M. Young & Company at Fairfax, S. C., has been damaged by fire.

The Butler-Kyser Oil & Fertilizer Company's plant at North Birmingham, Ala., has been destroyed by fire.

W. H. Carroll and S. M. Carnes are organizing a company with \$15,000 capital stock to erect a fertilizer mixing plant.

The Beech Nut Packing Company, Canajoharie, N. Y., is contemplating increasing its capital stock from \$250,000 to \$1,000,000.

The Mesa Egyptian Cotton Growers' Exchange, Mesa, Ariz., has decided to proceed at once with the erection of a cotton oil mill to cost \$10,000.

The Consumers' Fertilizer Company of New Jersey, with headquarters at 15 Exchange place, Jersey City, has filed a certificate of dissolution.

The Farmers' Guano Company, Bainbridge, Ga., has been incorporated with a capital stock of \$25,000 by J. W. Calahan, E. J. Perry and G. O. Smith, of Decatur.

The Boston & Argentina Company, Boston, Mass., has been incorporated with a capital stock of \$100,000 to deal in beef, etc. A. R. Gampson, Hyde Park, A. L. Parker, Brookline, and C. G. Clark of Boston are the incorporators.

Swift & Company have declared a regular dividend of \$1.75 per share on the capital stock of the company, payable to stockholders of record December 10, 1913, as shown by the company's books. The dividend is payable January 1, 1914. This is the regular annual 7 per cent. which is paid on the company's stock, much of which is held by the company's employees all over the country.

### FINANCIAL.

Chicago, December 1, 1913.  
DIVIDEND NO. 109.

Dividend of one dollar and seventy-five cents (\$1.75) per share on the capital stock of Swift and Company, will be paid on January 1, 1914, to stockholders of record, December 10, 1913, as shown on the books of the Company.

F. S. HAYWARD, Secretary.

A certificate of incorporation has recently been filed with the Secretary of State by Adolf Goebel, Inc., manufacturer of sausages, located on Morgan avenue, near Flushing, Brooklyn, N. Y. The capital of the new corporation is \$300,000. It is to take over the business of the company now owned by Adolf Goebel. The directors of the new company are Joseph G. Abramson, Luke J. Le Rolle and Sonia Dressel, but this board is soon to be increased. The present plant is being extended and improved at a cost of approximately \$500,000.

### CANADA WINS FAT STEER PRIZE.

The grand championship in the fat steer class at the International Livestock Exposition at Chicago this week again went to J. D. McGregor, of Brandon, Manitoba, who showed last year's winner. A namesake of the 1912 champion won the blue ribbon, Glencarnock Victor, 2d, an Angus two-year-old steer bred and fed in Canada, and finished without a pound of corn. The judge who awarded the championship was J. D. Campbell, of England. The second prize went to Bright Boy, a Hereford calf shown by James Price, of LaCrosse, Wis.

The grand championship for the best carlot of fat steers went to Eschen & Ryan on a load of Angus yearlings.

### SWIFT & COMPANY BOND ISSUE.

In the call for the annual meeting of stockholders of Swift & Company, to be held at Chicago on January 2, 1914, it is stated that a proposal will be submitted to authorize an issue of thirty-year five per cent. gold bonds to retire outstanding bonds and obligations of the company, and to provide further funds for extension of the company's rapidly expanding business. The amount of the new issue, which probably will not be less than \$25,000,000 or more than \$50,000,000 authorized, will be determined at the meeting.

The call for the meeting states that it is proposed to issue \$10,000,000 of the new bonds, dated July 1, 1914. The proceeds will be used for the purpose of retiring the \$5,000,000 5 per cent. general mortgage bonds now outstanding, and which mature at that time, and the other \$5,000,000 will be devoted to corporate purposes. The notice to the stockholders also states that the directors shall be empowered to sell subsequent issues of bonds as in their judgement the business of the company may require such action.

### EDWARD MORRIS' GIFT.

The recent death of Edward Morris, the great meat packer of Chicago, recalls to my mind an interesting benefaction of his which I have not seen mentioned in connection with notices of his death, says a writer to The New York Times. While in Stratford-on-Avon several years ago I visited, upon the invitation of Miss Marie Corelli, a very interesting sixteenth century half-timber house located on the high, or main, street of the town.

This house was known as the home of the mother of John Harvard. It was built in 1596 by Thomas Rogers, and here in 1605 his daughter Katherine was married to Richard Harvard, a prosperous butcher. They were the parents of John Harvard, the young minister who came to New England in 1637, and at his death, a year later, in Charlestown, Mass., left his entire library and half of his estate to the infant college at Cambridge, which was thereafter called by his name.

The Harvard house, previously known as the Ancient House, had lately been exquisitely restored under the personal direction of Miss Corelli with funds for that purpose furnished by Mr. Morris.

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from the Davidson Commission Co.)

Chicago, December 3.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose.

Regular Hams—Green, 8@10 lbs. ave., 12½¢; 10@12 lbs. ave., 12½¢; 12@14 lbs. ave., 12½¢@12¾¢; 14@16 lbs. ave., 12½¢; 18@20 lbs. ave., 12½¢. Sweet pickled, 8@10 lbs. ave., 13¼¢; 10@12 lbs. ave., 13¢; 12@14 lbs. ave., 12¾¢; 14@16 lbs. ave., 12½¢@12¾¢; 18@20 lbs. ave., 12½¢@12¾¢.

Skinned Hams—Green, 14@16 lbs. ave., 13½¢; 16@18 lbs. ave., 13¾¢@13½¢; 18@20 lbs. ave., 13¾¢@13½¢; 22@24 lbs. ave., 13¢. Sweet pickled, 14@16 lbs. ave., 13¢; 16@18 lbs. ave., 12½¢@13¢; 18@20 lbs. ave., 12½¢; 22@24 lbs. ave., 12¼¢@12½¢.

New York Shoulders—Green, 10@12 lbs. ave., 11¼¢@11½¢. Sweet pickled, 10@12 lbs. ave., 11¼¢@11½¢.

Piecin Hams—Green, 5@6 lbs. ave., 11¼¢@11½¢; 6@8 lbs. ave., 10¾¢@10½¢; 8@10 lbs. ave., 10½¢@10¾¢; 10@12 lbs. ave., 10½¢@10¾¢. Sweet pickled, 5@6 lbs. ave., 11¼¢; 6@8 lbs. ave., 11@11½¢; 8@10 lbs. ave., 10¾¢; 10@12 lbs. ave., 10½¢@10¾¢.

Clear Bellies—Green, 6@8 lbs. ave., 14½¢@14¾¢; 8@10 lbs. ave., 14@14½¢; 10@12 lbs. ave., 13½¢@13¾¢; 12@14 lbs. ave., 13¼¢@13½¢. Sweet pickled, 6@8 lbs. ave., 14½¢; 8@10 lbs. ave., 14¢; 10@12 lbs. ave., 13½¢; 12@14 lbs. ave., 13¼¢@13½¢.

**P**ACKERS who buy our SPECIAL HAM PAPER for smoked meat wrapping and Lard Liners, get the GREATEST VALUE the market offers.

WRITE US FOR PLAIN OR PRINTED SAMPLES

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Write for Catalogue

# FOR PURCHASING DEPARTMENTS

## ECONOMICAL TANKAGE TREATMENT.

A problem which has confronted handlers of tankage and all kinds of offal in recent years has been not only the question of handling it so as to make a profit, but also the question of sanitary treatment to overcome objections of the city authorities and of residents near the plant where the tankage is handled. Experimentation to secure the desired results has been general and great effort has been made to devise an economical and sanitary system.

In a letter to The National Provisioner this week Mr. C. O. Bartlett of the C. O. Bartlett & Snow Company, of Cleveland, O., tells of a new system which his company has just put on the market, and which he believes will solve the unsanitary objection. He guarantees it to treat all kinds of offal in a sanitary way, at the same time saving practically all of the values. Mr. Bartlett's reputation for conservatism, as well as his reputation as an expert, make what he says worth careful consideration. He writes:

Cleveland, O., Nov. 28, 1913.

Editor The National Provisioner:

After years of experience and investigation we have secured what we consider a very important system for economically and sanitarily treating all kinds of garbage and tankage. This system is an entirely new method for handling these materials.

First, the material to be treated is placed in a tight steam jacketed receptacle arranged with a stirring mechanism of a suitable size for the quantity of material to be treated. This receptacle is connected by means of piping to the condenser, so that a partial or total vacuum may be obtained therein. The material is reduced in the receptacle, being dried meanwhile due to the steam jacket surrounding the product. The water is driven off in the drying process, passing to the condenser where it is collected, drained to a receiver and afterwards may be wasted as desired.

The material is also treated with a solvent which is applied for the particular purpose of dissolving the grease contained in the product. A series of washings of the product are applied and the material entirely submerged in the solvent within the treated chamber, after which the solvent, together with the grease is drawn off by means of a siphon and drained to the steam jacketed still, the steam jacket causing the evaporation of the solvent and leaving the grease in the still, from which it may be drawn.

The vapor from the still is conducted to another part of the condenser, which is part of the equipment, and the vapors are condensed, reclaiming the solvent so that it may be used over and over again.

After the thorough washing of the product there is left a dry inoffensive residue which contains all the solid matter originally contained in the product. It also contains all the combined ammonia, and no stick liquor or other valuable product has been lost in the process of treatment, thus making it a very valuable stock food, especially chicken food, or it can be used as a fertilizer. The equipment is made up in a series of different sized units arranged for the most economical handling of the product.

## YORK ICE MACHINE SALES.

The York Manufacturing Company, Pa., reports having made the following installations of refrigerating machinery during the past month:

A. Jensen & Co., Eureka, Cal., one 6-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

C. S. Ralph, Sacramento, Cal., one 8-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Graden Mercantile Co., Durango, Colo., one 8-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Althoff Manufacturing Company, Los Angeles, Cal., one 2-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

J. J. Wensley, Wharton, Tex., one 11-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

F. L. Campbell, Philadelphia, Pa., one 8-ton vertical, single-acting, steam-driven enclosed type refrigerating machine and high-pressure side complete. This installation was made in Harbison's Dairies, Price, Md.

Dickerman & Yeakley, Philadelphia, Pa., one 8-ton vertical, single-acting, steam-driven enclosed type refrigerating machine and high-pressure side complete. This installation will be made in the creamery at Leola, Lancaster County, Pa.

John Miles, White Plains, N. Y., one 25-ton horizontal, belt-driven refrigerating machine and high-pressure side complete; also a 1-ton freezing system, a double-pipe brine cooler and 3,500 feet of 1 1/4-inch brine piping for storage rooms.

Swift & Company, Lima, Ohio, one 35-ton horizontal, double-acting, belt-driven refrigerating machine and high-pressure side complete; also 11,000 feet of 2-inch direct expansion piping for storage rooms.

American Brewing Company, Houston, Tex., two 21 x 32-inch vertical, single-acting ammonia compressors to replace those of another make.

Consumers' Hygeia Ice Company, Union Hill, N. J., one 6-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Jose Gonzales & Co., Camajuan, Cuba, one 35-ton vertical, single-acting, belt-driven refrigerating machine and high-pressure side complete; also a 15-ton raw water flooded freezing system.

Mason Hotel, Jacksonville, Fla., two 8-ton vertical, single-acting, belt-driven enclosed type refrigerating machines and high-pressure sides complete; also a 2-ton freezing system.

Freeport Co-operative Creamery Company, Freeport, Minn., one 4-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Eureka Ice Company, Houston, Tex., two 14 x 20-inch vertical, single-acting ammonia compressors to replace those of another make.

Swift & Company, Chicago, Ill., one 5-ton freezing system, 4 atmospheric ammonia condensers and a refrigerating system, consisting of double-pipe brine coolers; also 5,400 feet of 2-inch direct expansion piping. This apparatus was installed in Springfield, Mo.

Swift & Company, Chicago, Ill., one 25-ton horizontal, double-acting, belt-driven refrigerating machine and high-pressure side complete; also a double-pipe brine cooler and 2,300 feet of 2-inch direct expansion piping for storage rooms. This installation was made in Trenton, Mo.

Swift & Company, Chicago, Ill., one 25-ton horizontal, double-acting, belt-driven refrigerating machine and high-pressure side complete; also a double-pipe brine cooler and 2,800 feet of 2-inch direct expansion piping for storage rooms. This installation was made in Jacksonville, Ill.

Pacific Fruit Express Company, Los Angeles, Cal., a 35-ton flooded freezing system complete.

Enrique M. Barretto, Manila, P. I., one 50-ton freezing and distilling system complete.

Northeastern Lunch, Montreal, Can., one 4-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Blaetus Brothers, Wilkes-Barre, Pa., one

4-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Virginia Products Company, New Castle, Del., one 17-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Swift Canadian Company, Vancouver, B. C., one 35-ton horizontal double-acting, belt-driven refrigerating machine and high-pressure side complete.

F. A. Shivelor, Alloway, N. J., one 11-ton vertical, single-acting, steam-driven enclosed type refrigerating machine and high-pressure side complete.

Ira V. Hale, Wayne, Pa., one 4-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

W. L. Glatfelter, Spring Grove, Pa., one 2-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete; also brine piping for refrigerator.

George Merkel, Brooklyn, N. Y., one 4-ton vertical, single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete; also 12 18 x 23-inch congealing tanks and special coils for same.

Fore River Ship Building Company, Quincy, Mass., a 1-ton vertical, single-acting, steam-driven enclosed type refrigerating machine and high-pressure side complete; also direct expansion piping. This installation will be made on board the molasses tanker "Amoleco."

People's Pure Ice Company, Chicago, Ill., one 28 x 28-inch Corliss valve steam cylinder.

New York Edison Company, New York, one 18 x 21-inch Corliss valve steam cylinder.

Newport Ice and Cold Storage Company, Newport, Ark., 4 double-pipe counter-current ammonia condensers and additions to their present freezing system.

Santa Fe Car Icing Company, Argentine, Kan., two 100-ton shell and tube steam condensers.

Rubsam & Horman Brewing Company, Stapleton, S. I., N. Y., one ammonia purifier. Bartholomay Brewing Company, Rochester, N. Y., one shell and tube brine cooler, containing 800 square feet of effective surface.

(Continued on page 32.)

## "BEAUTY" AND THE "BOSS."

The above names are familiar to the butchers and packers throughout the United States. They stand for the high-grade "Beauty" refrigerators and fixtures, and "Boss" machines and appliances manufactured by the Cincinnati Butchers' Supply Company, Cincinnati, O., whose extensive, up-to-date plant is at 1976-2008 Central avenue. The artistic, catchy designs and careful and solid construction of its "Beauty" refrigerators and fixtures is bringing this Cincinnati firm orders from everywhere. So have its "Boss" machines and appliances, which have won a world-wide reputation for efficiency and economical operation. Butchers and packers wanting modern equipments can get information by addressing the Cincinnati Butchers' Supply Company, Cincinnati, O.

## EMPTY FREIGHT CAR IN ONE TRIP.

The Kansas City Transfer Company of Kansas City, Mo., has been able, through the use of a three-ton KisselKar truck, to clear in a single trip an entire freight car load of merchandise. This is accomplished by loading the trucks to its capacity and attaching to it four trailers. The time and expense saved in this manner is obviously great. "Our truck is indispensable," says the manager, and with such service in evidence he is not likely to be disputed.



# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Esmond, Va.—Esmond Ice Company has been incorporated with a capital stock of \$15,000. D. W. Campbell is president.

Lincoln, Neb.—The Lakeside Ice Company has been incorporated with a capital stock of \$100,000 by E. J. Cornish and S. C. Cornish.

Herrin, Ill.—The Herrin Ice and Cold Storage Company has been incorporated with a capital stock of \$40,000 by G. S., C. D. and E. I. Cook.

New Brighton, S. I.—The North Shore Ice Company has been incorporated by G. Elfers, Mariners' Harbor; L. B. Eadie, B. G. Eadie, of New Brighton. The capital stock is \$35,000.

## ICE NOTES.

Maxville, Fla.—L. E. North contemplates establishing a creamery plant.

Dora, Ala.—J. M. Cranford contemplates establishing a 10-ton ice plant.

Cut Spring, Tex.—P. Jarberman will, it is reported, erect an ice cream factory.

Olneyville, R. I.—The Atlantic Mills will, it is reported, install a refrigerating machine.

Atlanta, Ga.—Stocks Coal & Ice Company will erect a number of ice plants using new process.

Eastman, Ga.—A 12-ton ice plant is to be installed by the Eastman Electric Light Company.

Lynchburg, Va.—The Lynchburg Creamery Company has increased its capital stock from \$15,000 to \$30,000.

Richmond, Va.—The Rennie Dairy Company has increased its capital stock from \$35,000 to \$100,000.

Columbus, O.—The Franklin Brewing Company has plans prepared for the erection of an ice storage building.

Plymouth, N. C.—The Plymouth Light & Ice Company's plant has been damaged by fire to the extent of \$20,000.

Van Buren, Ark.—G. Lucas and others are interested in the organization of a company to establish a creamery plant.

Helena, Ga.—The Helena Ice Works will rebuild its plant recently burned. The new plant will have a capacity of 25 tons.

Dunn, N. C.—The recently incorporated Dunn Ice & Fuel Company will install ice

machinery having a daily capacity of 12 tons.

East St. Louis, Ill.—The Illinois City Cold Storage Company has received a permit to erect a building at Third and Winstanley avenue.

Rockwood, Tenn.—A contract has been let by the Coca-Cola Bottling Works for a 50-ton refrigerating machine, and 25-ton freezing system.

Kaufman, Tex.—A 36½-ton refrigerating machine, 12-ton (each) freezing and distilling system will be installed by the Kaufman Ice Factory.

Atlantic City, N. J.—The American Ice Company has awarded the contract for the steel work in its new ice storage plant to be erected here.

Caldwell, Ida.—The plant of the Caldwell Ice and Cold Storage Company has been destroyed by fire, together with 20,000 lbs. of dressed poultry.

Harriman, Tenn.—The Enterprise Ice and Coal Company has let contract for a 50-ton refrigerating machine, 28-ton freezing and 30-ton distilling systems.

Rockford, Ill.—The Rockford Pure Ice & Fruit Company has acquired property near its present plant upon which, it is rumored, an addition is to be erected.

Paris, Tex.—The Cummer Manufacturing Company of Texas has let contract for a 58-ton refrigerating machine, a 35-ton freezing and a 40-ton distilling system.

Crockett, Tex.—The Crockett Ice, Electric Light & Power Company has let contract for a 30-ton refrigerating machine, a 10-ton freezing and 10-ton distilling system.

McAlester, Okla.—The Choctaw Ice and Cold Storage Company has begun the work of extensive improvements of its McAlester plant that will be made this winter. Both the storage and ice making will be increased, besides much substantial work in the way of remodeling and adding of modern and new equipment.

Brooklyn, N. Y.—A large portion of the stock of the new Bay Ridge Pure Ice Company, recently incorporated, has been subscribed for. The capital of the company is \$150,000, divided into 15,000 shares of \$10 par value. The property secured as a manufacturing site is located on Thirty-seventh street, near Fort Hamilton avenue, on a plot of ground of 180 feet front and 154 feet deep.

## COMBINATION HEATER AND REFRIGERATOR CAR.

By W. E. Sharp, Formerly General Superintendent of Shops for the Armour Car Lines.\*

The general subject of design and construction of cars for the transportation under refrigeration of perishables, such as meats, fruits and vegetables, during the summer or heated season, is a subject that has had the attention of competent engineers of both the car owners and car builders. As such cars are in general use and available at all times for refrigerator service, they need but passing mention, and only insofar as they become a part of this service in combination with the general purpose car that I wish to present to you through this paper. If my efforts in designing, building and operating a car that is at all times available either as heater, ventilator or refrigerator car, according to the conditions of the weather, prove of interest, and if my effort shall assist in solving the problems of transportation of perishables in winter as in summer, then I shall feel fully repaid for my efforts.

It is now four years since, at the solicitation of the vice-president of one of the Eastern railroads, the writer was assigned the work of investigating the methods employed for heating freight cars in winter, and further work of designing and building such cars as would meet all requirements of the existing conditions and supply the growing demand for a heater car service. It is a matter of record that the New York State Public Service Commission more than three years ago, recognized and called attention to the necessity for permanent heater car equipment with which to move large crops of perishables in winter weather.

Our investigation developed the fact that heaters of one form or another had been in use for many years and with varying degrees of success. As the object of this paper is to deal with a permanent heater car, suitable for the most severe weather, I presume that this association is familiar with the various portable heaters, and the practices of operating them. The objections to such practice, in addition to the constant expense, are the increasing fire hazard, endangering both life and property, the inefficiency as the

\*Paper read before the Third International Congress of Refrigeration, Chicago, September, 1913.

## ICE HANDLING MACHINERY

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For Natural and Manufactured

## ICE PLANTS

Economical—Efficient

Let Us Recommend  
the Proper Equipment  
for Your Needs

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Large Variety  
Large Stock  
Send for  
1913 Catalog

*Gifford-Wood Co.*

HUDSON, N. Y.

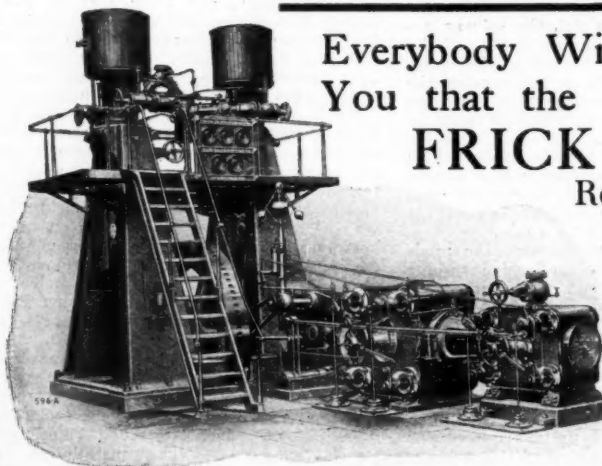
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Chicago, Ill.



Everybody Will Tell  
You that the  
**FRICK**

Refrigerating  
Machine is  
the best you  
can buy—  
everything  
considered.  
Let us get  
better ac-  
quainted.



Send for our Catalogue on Refrigeration—It may be our Ammonia Fitting Catalogue is what you need. No matter what you require for refrigeration you can get it quick from

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## PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

## BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. **Send for Free Book.**

**HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.**

### B. B. AMMONIA may be obtained from the following:

ATLANTA: Manufacturers' Warehouse Co.  
BALTIMORE: Joseph S. Wernig Transfer Co.  
BOSTON: 120 Milk St., Chas. P. Duffee.  
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CHICAGO: F. C. Schapper, Westerlin & Campbell Co.  
CINCINNATI: The Burger Bros. Co.  
CLEVELAND: General Cartage & Storage Co., Henry Bollinger.  
DETROIT: Riverside Storage & Cartage Co., Newman Bros., Inc.  
DALLAS: Oriental Oil Co.  
HAWAII: O. B. Cintaz.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuile & Son.  
LOS ANGELES: United Iron Works.  
LOUISVILLE: Union Warehouse, 7th and Magnolia Sts.  
MILWAUKEE: Central Warehouse.

MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Helmsdorf.  
NEWARK: Brewster & Bottlers' Supply Co.  
NEW ORLEANS: Chas. F. Ranta.  
NEW YORK: Roessler & Haslach Chemical Co., Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
PITTSBURGH: Pennsylvania Transfer Co.  
PROVIDENCE: Rhode Island Warehouse Co.  
ROCHESTER: Shipley Construction & Supply Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pillsbury-Becker Engineering & Supply Co.  
ST. PAUL: E. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: United Iron Works.  
SAVANNAH: Benton Transfer Co.  
SPOKANE: United Iron Works.  
SEATTLE: United Iron Works.  
TOLEDO: Moreton Truck & Storage Co.  
WASHINGTON: Littlefield, Alvord & Co.

freight nearest the stove is kept too warm while at the extreme distance from the stove it may be freezing.

There is little or no circulation of the air in cars so heated, and by the natural laws of gravitation the warm air rises to the roof of the car instead of going underneath and around the load, where it is needed. Such heaters inside the car take up loading space. There is the objection to opening the doors frequently, which is necessary for inspection and care of the stoves, and finally the vitiation of the air is injurious to food products and it would endanger human life to be inside cars so heated.

It has been my effort to construct a car that is available the year around in a high class refrigerator and heater service when the earning power of such equipment would justify the additional first cost, therefore, in perfecting the Alcohol Heater Car the following requirements were observed:

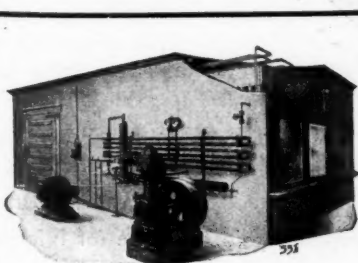
A combination car that would be available for use in the winter weather as a heater car and as a first-class refrigerator car in the summer time, making the car available for service and revenue producing car during the entire year.

The first essential was to find a fuel for the purpose, one that would not produce smoke, soot or gases injurious to the car or the lading. This required considerable research work and experimenting. Experiments were made with every known fuel and stoves built especially for the service, resulting in the conclusion that denatured alcohol was the only fuel that could be adopted and meet the requirements mentioned. Further, that the burning of alcohol not only does not vitiate the air inside the car, but also produces an antiseptic condition that is beneficial to the lading and the car. The products of combustion are used as a heating agent; no free air need be supplied to support combustion. Thus the minimum consumption of fuel compensates for the difference in the cost of alcohol as compared with other fuel used for this purpose. Commercial alcohol is tax free, and can be purchased at any point where it is required.

It was necessary to produce a burner entirely automatic in its operation, that would be safe and acceptable to the railroad companies to handle in their trains without having caretakers accompany the shipment, also that would burn continuously for the entire trip (from eight to fifteen days) without attention. The only care necessary is to see that fuel is supplied to the reservoirs; the burner does the rest.

#### General Construction of the Car.

The car is exactly the same in construction as the standard refrigerator car. The heaters are placed in suitable compartments outside and underneath the car, with openings into the dead air spaces between the sills underneath the floor. Through these the warm air passes in both directions to the ends of the car, rises through suitable ducts in the end walls to a given point



Enclosed Machine and Compression Side  
Connected to Refrigerator.

## Steady Growth An Evidence of Merit

Each year during the past decade has shown an increase in our annual sales.

No company can establish such a record as this—leading all competitors in the amount of annual sales—unless there is merit in its product—merit of the kind that wins new customers, and retains the confidence of old ones.

Our increasing sales, and the success attained by our plants, are ample assurance that your confidence in us will not be misplaced.

Fair dealing, prompt service, furnishing apparatus that will do all that we guarantee it to do, charging prices consistent with the quality of our product—all have helped to increase the sales of YORK Machinery and Apparatus.

Write us today

**York Manufacturing Co.**  
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Branches in all Principal Cities

## The correct estimated value of A Refrigerator Door and Window—is service

1st—Efficiency

2nd—Strength and Durability

JONES COLD STORE DOOR CO., HAGERSTOWN, MARYLAND, products combine and recommend to the trained and untrained eye, unexaggerated ability to perform its work and to stand up to its place.

The construction object is in defiance to the

**SLAM BANG LABORERS**

**"DISABLE ME IF YOU CAN"**

HINGES AND FASTENERS weigh 60 lbs. to the set.

The doors and Windows work as easily as the front Door on your dwelling.

They will not leak.

Refrigerator Door and Frame and Windows mean shipped complete ready to set in the opening.

We guarantee our "AD" statements.

We believe a big part of our success is due to pleasing our patrons.

We are the sole manufacturers of the "NO EQUAL" DOOR with round jams so popular with the packing trade.

Our Revolving Ice Cream Door is a success for its purpose.

Our Ice Doors and Chutes do all that is required.

**Jones Cold Store Door Co.**  
Hagerstown, Md., U.S.A.



## Quality Uniformity Purity Reliability

Consider each and all of these points in judging ammonia. The economy and efficiency of your cooling system are based on the quality of your anhydrous ammonia.

We guarantee the Armour brand to be pure and dry—free from all foreign substances and non-condensable gases.

In the great Armour plants this brand is used exclusively. Use it in *your* plant and be assured of complete satisfaction and the very highest degree of cold-producing power.

Each drum is tested for purity, dryness and volatility. Sold subject to your test before using.

Stocks carried at all principal shipping points. Write for information.

### The Armour Ammonia Works

Owned and Operated by **ARMOUR & COMPANY**

**CHICAGO, ILL.**

where it enters the car through a grating, circulating through the car and lading. When cooled it returns through a parallel pair of ducts below the floor to the heater compartments and in this manner is rotated, using the same air over again. The velocity of the air is governed by the construction and is only that required to support combustion.

Approximately 35 per cent. of the heat produced passes to the car through the openings described and 65 per cent. by radiation through the floor, keeping the floors, walls and insulations warm to the exclusion of all cold. There are no openings in the floor to become wet and foul, no obstructions inside the car or loading space. Access to both the burners and fuel reservoirs is through a door to the heater compartment shown in accompanying cut, and it is not necessary to open the doors of the car for this purpose.

The cost to equip one car complete with our heating devices is approximately \$150

over and above the cost of the standard refrigerator car, and will last the life of the car. The operating cost is less than that of heaters of any other description.

Over one thousand cars have been built and operated during the past three winters, and the results as a whole have been satisfactory. The detail results of a test conducted by the Canadian Pacific Railroad was published in the Railway Age Gazette of July 11, this year.

#### PRIZE FOR ADVERTISING IDEAS.

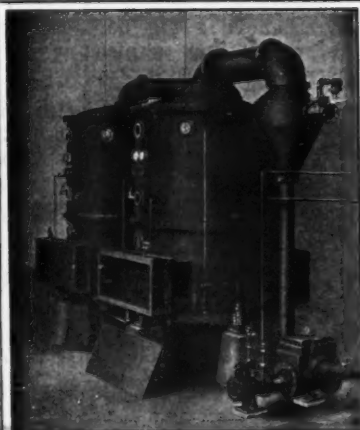
Comparatively few advertising men have either the time or the opportunity to give in detail plans which they have successfully put through. The incentive of having their names appear in print at space rates is not sufficiently great for them to make a special effort to give their best.

In order that they will write that which is most constructive and helpful on the subject of advertising or sales, Advertising & Selling Magazine has offered through the Associated Advertising Clubs a prize of \$1,000 in cash to the person who writes the most vital and helpful paper on an advertising or sales subject.

The Official Awards Committee of the Associated Advertising Clubs and the Editorial Advisory Board of Advertising & Selling will pass on the merit of the contributions. The prize of \$1,000 in cash will be awarded to the successful competitor at the Toronto Convention in June, 1914.

#### PRACTICAL TRADE INFORMATION.

Do you read the "Practical Points for the Trade" page every week?



## KEEP YOUR EYE ON The Zarembo Patent Evaporator

For TANKWATER and GLUE

Built in all sizes from 100 to 10,000 gallons per hour

*We offer, not the excellence of yesterday, but the excellence of today*

THE WISE PACKER investigates and buys from  
**ZAREMBA COMPANY** **Buffalo, N. Y.**

(New York Office, 708 Singer Annex)

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Futures Firm—Trading More Active—Hog Receipts Lighter—Quality Fair—Packing Decreases—Stocks Moderate—Export Movement Larger.**

The provision market has been very firm during the past week, values showing further improvement, and fairly high levels were reached, with some deliveries making new high records for the season. The improvement in the market was due quite largely to the better tone of the hog market, lighter receipts of hogs, and a falling off in packing returns, while the monthly statement of stocks showed very disappointing gains in new product for the month, and quite a marked falling off in the stocks of old product.

The packing, which during the first three weeks of November showed a large increase compared with last year, decreased during the four weeks quite heavily, the total for the week being 578,000, against 695,000 for the same week last year. The total packing for the month of November at the leading points was 2,512,000, against 1,985,000 a year ago. The fact that with packing returns for the month showing a gain of nearly 530,000, there was a net decrease in total stocks at Chicago for the month, showed an unexpectedly liberal distribution. The stock of old pork decreased 3,000 bbls. at Chicago, while the stock of "other" pork increased about 6,000 bbls. There was a decrease in the stock of old lard of 20,000 tcs., and also a decrease in the total stock of meats.

A year ago, during the month of November, the total stock of pork decreased 2,000 bbls., the total stock of lard decreased about 26,000 tcs., and the total of all meats showed a decrease of two million pounds. The figures for last year were produced with packing over half a million hogs less than this year. These figures show that the demand upon Chicago

as a packing center has absorbed practically the equivalent of the increased packing. It is possible, however, that stocks at other points may show an increase that will explain the apparent heavy distribution. World's lard stocks showed a decrease for the month of November of 20,997 tcs., compared with a decrease of 49,555 last year. The present total of 202,415 tcs., compares with 146,144 tcs. last year. The fact that the world's total of lard showed a smaller decrease than last year would indicate that stocks other than at Chicago, and stocks abroad, had not decreased in the same proportionate way as Chicago.

The figures for the Chicago stocks follow:

	Dec. 1, '13.	Nov. 1, '13.	Dec. 2, '12.
Mess Pork, new, bbls.	1,944	658	130
Mess Pork, old, bbls.	5,864	8,443	20,087
Other Pork, bbls.	26,132	21,329	24,175
Lard, new, tcs.	7,481	2,847	5,850
Lard, old, tcs.	41,042	61,933	8,671
Other Lard, tcs.	15,605	16,928	8,670
Short Rib Sides, lbs.	4,447,026	4,986,589	650,029
Ex. Sh. Clear Sides.	2,936,580	3,656,360	2,004,045
Total Meats, lbs.	62,488,771	63,302,701	48,760,582

The average prices which have prevailed during the past week were slightly below last year for hogs, while the future market is slightly higher than last year, particularly pork. The average weights of the hogs at Chicago received the past week was 212 lbs., compared with 228 lbs. a year ago, and 211 lbs. two years ago. The comparative statement, showing the hog movement for the month at that point, with the comparative weights for the past two years, follows:

	1913.	1912.	1911.	1910.	1909.
Received, No.	662,873	605,078	724,713	583,243	597,188
Shipped, No.	134,740	60,928	78,382	65,169	74,836
Net supply.	528,133	544,150	646,331	518,074	522,352
Av. weight, lbs.	207	222	208	232	225

As a factor of some importance in the situation the trade attention has been directed to the larger exports. Since November 1, covering the shipments for a month, the exports of lard have increased nearly ten million lbs., and the exports of meats have increased about

three million lbs. This shows better distribution for foreign account than many had expected, and shows pretty conclusively that the average prices for hog products at least, in this country are sufficiently low to permit of a fairly liberal outward movement of product.

The falling off in the hog movement during the past week was immediately a factor in the market, as it was looked upon as reflecting the reported lighter supplies in the country, and it was believed that the long-heralded lighter country marketing of hogs was already becoming a factor in the situation. Deductions are being made that if the total increase in packing operations during the month of November were absorbed at the prevailing prices, any material falling off in the movement of hogs to market would be at once a feature of material value in the question of price making during the coming winter.

**LARD.**—The export trade has been a little more active during the past week, with prices held fairly steady. City steam, 10% @ 10% c.; Middle West, \$10.85 @ 10.95; Western, \$11; refined, Continent, \$11.65; South American, \$12.30; Brazil, kegs, \$13.30; compound lard, 8 1/2 @ 8 7/8 c.

**PORK.**—The position of the market continues firm. Prices are well held, owing to the strength of Western markets and more moderate hog movement. Mess is quoted \$23.25 @ 23.75; clear, \$20.25 @ 22; family, \$24.50 @ 27.

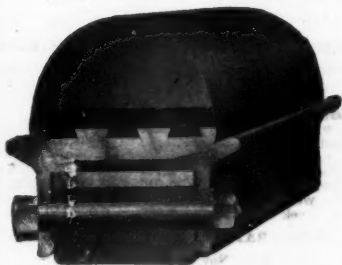
**BEEF.**—Trade values are very firm. Supplies continue light and are firmly held. Family, \$19 @ 20; mess, \$17.75 @ 18.75; packet, \$18 @ 19; extra India mess, \$28 @ 30.

SEE PAGE 36 FOR LATER MARKETS.

### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, December 3, 1913:

**BACON.**—Abo, Russia, 56,745 lbs.; Bergen, Norway, 20,753 lbs.; Callao, Peru, 1,092 lbs.; Christiania, Norway, 88,009 lbs.; Drontheim, Norway, 15,196 lbs.; Genoa, Italy, 235,368 lbs.; Havre, France, 1,005 lbs.; Hango, Russia, 17,922 lbs.; Helsingfors, Finland, 33,



Is \$25.00 Worth of Time Worth Saving?

## UNITED STATES STANDARD MOTOR TRUCK TIRES

(DEMOUNTABLE)

will undoubtedly save you at least \$25.00 worth of time whenever you are compelled to make a tire replacement.

They do not necessitate laying up your trucks for hours and days at a time while your wheel is away at some distant repair shop for tire replacement.

A United States Tire can be changed by your own driver in your own garage in a few minutes' time.

**UNITED STATES TIRE COMPANY, New York**



355 lbs.; Havana, Cuba, 37,442 lbs.; Manzanilla, Cuba, 5,327 lbs.; Naples, Italy, 20,320 lbs.; Nuevitas, Cuba, 5,049 lbs.; Para, Brazil, 6,128 lbs.; Rio Janeiro, Brazil, 6,400 lbs.; Rotterdam, Holland, 26,712 lbs.; Santiago, Cuba, 17,932 lbs.; Sundsvall, Sweden, 79,516 lbs.; Stockholm, Sweden, 62,041 lbs.; Trieste, Austria, 3,030 lbs.; Valparaiso, Chile, 1,396 lbs.

**HAMS.**—Antwerp, Belgium, 46,878 lbs.; Callao, Peru, 1,212 lbs.; Cartagena, Colombia, 535 lbs.; Ciudad Bolivar, Venezuela, 7,500 lbs.; Hamilton, W. I., 2,838 lbs.; Havana, Cuba, 12,973 lbs.; Havre, France, 265 lbs.; Kingston, W. I., 2,362 lbs.; Manzanilla, Cuba, 7,757 lbs.; Nuevitas, Cuba, 8,922 lbs.; Port au Prince, W. I., 2,512 lbs.; Port Limon, C. R., 3,028 lbs.; Santiago, Cuba, 16,731 lbs.; Santa Marta, Colombia, 742 lbs.

**LARD.**—Antilla, W. I., 7,658 lbs.; Aarhus, Denmark, 26,050 lbs.; Amsterdam, Holland, 1,500 lbs.; Antwerp, Belgium, 229,864 lbs.; Algoa Bay, Africa, 44,100 lbs.; Bergen, Norway, 83,192 lbs.; Ciudad Bolivar, Venezuela, 47,465 lbs.; Christiania, Norway, 114,149 lbs.; Colon, Panama, 9,900 lbs.; Cartagena, Colombia, 78,000 lbs.; Copenhagen, Denmark, 56,733 lbs.; Callabar, —, 2,194 lbs.; Christiansund, Norway, 19,563 lbs.; Cologne, Germany, 33,075 lbs.; Callao, Peru, 2,000 lbs.; Dantzig, Germany, 250,100 lbs.; Dunkirk,

France, 2,200 lbs.; Drammen, Norway, 4,125 lbs.; Drontheim, Norway, 66,000 lbs.; Delagoa Bay, Africa, 14,000 lbs.; Esmeraldas, —, 1,125 lbs.; Gothenberg, Sweden, 94,034 lbs.; Genoa, Italy, 18,800 lbs.; Guayaquil, Ecuador, 1,175 lbs.; Havana, Cuba, 42,939 lbs.; Havre, France, 80,669 lbs.; Hamilton, W. I., 2,910 lbs.; Kingston, W. I., 3,900 lbs.; Koenigsberg, Germany, 97,600 lbs.; Marseilles, France, 10,488 lbs.; Messina, Sicily, 3,820 lbs.; Malmö, Sweden, 8,250 lbs.; Manzanilla, Cuba, 13,786 lbs.; Nuevitas, Cuba, 12,599 lbs.; Naples, Italy, 23,315 lbs.; Para, Brazil, 15,800 lbs.; Port Empedocle, —, 10,360 lbs.; Palermo, Sicily, 3,050 lbs.; Port au Prince, W. I., 87,554 lbs.; Port Antonio, W. I., 2,056 lbs.; Port Limon, C. R., 844 lbs.; Riga, Russia, 36,933 lbs.; Rotterdam, Holland, 725,267 lbs.; Santa Marta, Colombia, 41,926 lbs.; Savanilla, Colombia, 4,567 lbs.; Stettin, Germany, 274,500 lbs.; Southampton, England, 1,400 lbs.; Santiago, Cuba, 10,540 lbs.; Trieste, Austria, 22,000 lbs.; Tumaco, Colombia, 2,500 lbs.; Valparaiso, Chile, 53,580 lbs.

**PORK.**—Antwerp, Belgium, 10 tcs.; Christiania, Norway, 57 bbls.; Hamilton, W. I., 6½ bbls.; Kingston, W. I., 30 bbls.; Port Antonio, W. I., 34 bbls.; Port au Prince, W. I., 113 bbls.; Rotterdam, Holland, 25 bbls.

**SAUSAGE.**—Antwerp, Belgium, 75 pa.

### GREEN PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, December 4, 1913.—New York City prices on green and sweet pickle pork meats are as follows, wholesale: Pork loins, 14@15c; green hams, 13@13½c; green bellies, 8 lb. avg., 14c; green bellies, 10@12 lbs. avg., 13½c; S. P. hams, 13@14c; S. P. clear bellies, 13@13½c; S. P. ribs, 12@12½c; city dressed hogs, 11½c; city steam lard, 10½c; S. P. ribs (half sheets) \$26@27; S. P. pig tongues, 13c; S. P. pig tails, \$20 per tierce; S. P. pigs' heads, \$12 per tierce.

Western prices on green pork cuts are as follows: Green pork loins, 8@10 lb. avg., 13@13½c; 10@12 lb. avg., 12@12½c; 12@14 lbs. avg., 11½@12c; 14@16 lbs. avg., 11@11½c; skinned shoulders, 11c; Boston butts, 11@11½c; boneless butts, 15c; trimmings, lean, 12½c; trimmings, regular, 10c; spare ribs, 10½c; neck ribs, 5c; kidneys, 5c; livers, 3c; tails, 8@9c; ears, 4@5c; snouts, 7c; jowl trimmings, 8@9c.

### LIVESTOCK AND BEEF EXPORTS.

Exports of livestock and dressed beef from United States and Canadian ports for the week ending November 29, 1913, are reported by Williams & Terhune as follows:

Port.	Cattle.	Sheep.	Beef.
From New York .....	—	—	—
From Boston .....	—	—	—
From Philadelphia .....	—	—	—
From Baltimore .....	—	—	—
From Montreal .....	—	—	—
Total .....	—	—	—
Total last week .....	—	—	—

### EXPORTS OF PROVISIONS

Exports of hog products for the week ending November 29, 1913, with comparative tables:

PORK, BBLs.			
To—	Week ending Nov. 29, 1913.	Week ending Nov. 30, 1912.	From Nov. 1, '13, to Nov. 29, 1913.
United Kingdom .....	177	499	703
Continent .....	112	192	456
So. & Cen. Am. ....	300	205	1,069
West Indies .....	1,270	150	3,199
Br. No. Am. Col. ....	652	50	2,280
Other countries .....	200	.....	210
Total .....	2,711	1,096	7,717

MEATS, LBS.			
United Kingdom .....	5,467,300	4,853,650	21,565,250
Continent .....	673,050	869,675	2,065,350
So. & Cen. Am. ....	47,000	111,975	277,675
West Indies .....	168,200	84,850	474,900
Br. No. Am. Col. ....	16,600	.....	23,600
Total .....	6,386,150	5,920,150	24,406,775

LARD, LBS.			
United Kingdom .....	4,163,728	3,148,250	18,939,048
Continent .....	2,348,750	4,469,634	13,694,078
So. & Cen. Am. ....	326,480	384,400	1,184,928
West Indies .....	235,370	166,800	1,942,700
Br. No. Am. Col. ....	4,850	6,560	116,031
Other countries .....	750	.....	61,700
Total .....	7,079,938	8,175,644	35,939,355

RECAPITULATION OF THE WEEK'S EXPORTS.			
	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	1,324	3,724,500	3,308,538
Boston .....	137	1,542,650	2,117,900
Baltimore .....	.....	.....	24,500
New Orleans .....	1,260	81,000	512,000
Montreal .....	.....	1,038,000	1,117,000
Total week .....	2,711	6,386,150	7,079,938
Previous week .....	1,913	7,158,075	11,389,565
Two weeks ago .....	1,405	5,407,475	9,774,826
Cor. week last y'r .....	1,096	5,920,150	8,175,744

### COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '13, to Nov. 29, '13.	Same time last year.	Changes.
Pork, lbs. ....	1,583,400	1,828,000	Dec. 241,600
Meats, lbs. ....	21,406,775	21,248,000	Inc. 3,163,175
Lard, lbs. ....	35,939,358	28,258,389	Inc. 9,680,969

### OCEAN FREIGHTS.

	Liverpool. Per Ton.	Glasgow. Per Ton.	Hamburg. Per 100 lbs.
Beef, per tierce .....	20/	22/6	②32c.
Oil Cake .....	14c.	17c.	②20c.
Bacon .....	20/	22/6	②32c.
Lard, tierces .....	20/	22/6	②32c.
Canned meats .....	20/	22/6	②32c.
Butter .....	30/	30/	②50c.
Tallow .....	20/	22/6	②32c.
Pork, per barrel .....	20/	22/6	②32c.

## STOCKS OF LARD

Cable advices to the N. K. Fairbank Company give the following estimates of the lard stocks held in Europe and afloat on December 1, to which are added the estimates of former years, and stocks in cities named:

	1913. Dec. 1.	1913. Nov. 1.	1912. Nov. 1.	1912. Dec. 1.	1911. Dec. 1.	1910. Dec. 1.
Liverpool and Manchester .....	17,000	20,500	21,000	16,500	9,500	6,000
Other British Ports .....	20,000	20,000	24,000	19,000	14,000	6,000
Hamburg .....	10,000	11,000	19,000	10,000	18,000	3,500
Bremen .....	2,000	2,000	2,500	1,500	2,500	500
Berlin .....	4,000	3,000	1,500	1,200	4,000	2,000
Baltic Ports .....	10,000	12,000	11,500	9,500	14,000	7,500
Amsterdam, Rotterdam, Mannheim ..	1,000	1,500	1,500	500	2,500	250
Antwerp .....	1,000	1,000	1,000	1,000	2,500	3,000
French ports .....	6,000	4,500	8,500	6,500	4,000	None
Italian and Spanish ports .....	500	500	None	250	1,500	100
Total in Europe .....	71,500	76,000	90,500	65,950	72,500	28,850
Afloat for Europe .....	40,000	40,000	40,000	40,000	50,000	35,000
Total in Europe and afloat .....	111,500	116,000	130,500	105,950	122,500	63,850
Chicago prime steam .....	48,523	64,780	42,702	14,521	45,815	22,685
Chicago other kinds .....	15,605	16,928	6,616	8,670	14,978	9,047
East St. Louis .....	78	None	150	150	1,125	225
Kansas City .....	7,018	8,559	6,832	6,060	7,457	4,116
Omaha .....	6,892	7,693	3,834	4,228	3,495	2,972
Milwaukee .....	*5,000	5,576	928	2,323	6,433	946
South St. Joseph .....	7,799	3,876	4,137	4,542	5,557	2,356
Total tierces .....	202,415	223,412	195,699	146,444	207,360	106,197

\*Estimated. Decrease November 1913—20,997. Decrease November, 1912—49,255.

### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, November 27, 1913, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil Cake. Bags.	Cotton seed Oil. Bbls.	Butter. Pkgs.	Bacon and Hams. Boxes.	Tallow. Pkgs.	Beef. Pkgs.	Pork. Bbls.	Lard. Tcs. and Pkgs.
Georgie, Liverpool .....	200	.....	2671	.....	252	45	466	3844
Minnetonka, London .....	525	.....	201	.....	.....	10	110	8899
St. Louis, Southampton .....	.....	.....	573	.....	.....	.....	130	1350
Francisco, Hull .....	50	.....	753	.....	.....	5	950	4470
Gibraltar, Manchester .....	775	.....	50	.....	.....	.....	125	4050
California, Glasgow .....	.....	.....	986	.....	50	.....	353	750
President Grant, Hamburg .....	650	.....	.....	50	.....	.....	50	700
America, Hamburg .....	200	.....	.....	150	15	.....	825	4295
Grosser Kurfuerst, Bremen .....	.....	.....	.....	.....	.....	.....	.....	300
Uranium, Rotterdam .....	10324	.....	.....	.....	.....	.....	.....	.....
Rotterdam, Rotterdam .....	2638	200	.....	10	.....	8	745	2050
C. F. Tietgen, Baltic .....	715	.....	125	.....	.....	.....	600	3175
Kroonland, Antwerp .....	10663	50	.....	.....	45	112	130	1850
Chicago, Havre .....	1650	200	.....	.....	.....	.....	.....	60
Caroline, Dunkirk .....	.....	250	.....	.....	.....	.....	.....	.....
Canada, Marseilles .....	157	375	.....	20	.....	.....	.....	.....
Colomba, Marseilles .....	.....	100	.....	.....	.....	.....	.....	.....
River Orontes, Mediterranean .....	.....	25	.....	25	.....	.....	.....	.....
Pannonia, Mediterranean .....	.....	1465	.....	50	.....	.....	70	1167
Belvedere, Mediterranean .....	.....	702	.....	.....	.....	.....	.....	.....
Total .....	25432	6542	.....	5441	200	370	172	4554

# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—The market during the past week was without special interest, due to the very limited amount of business which passed. There were no changes made in quotations. Some houses are predicting a decrease in the production, but there is no disposition on the part of buyers to raise their bids as yet. The London auction sale was disappointing to certain interests, as prices on the other side were reduced 3d., after sales of 551 casks of 1,278 offered. Export bids in general are out of line, but only in very few cases are there decided efforts made to interest foreigners. It might be said that offerings of low-grade stuff to Europe are freely talked of. Claim is still made that as a result of the tariff bill, various descriptions of foreign stuffs are being offered here, but little is heard of actual importations. Sentiment locally is rather mixed, but those looking for lower prices are in the minority. On the other hand no important change is expected in the very near future, partly due to the approach of the holiday season. Prime city tallow is quoted at 6½c., and city specials at 7½c., last sales having occurred at those quotations.

**OLEO STEARINE.**—The market is quoted at 10¼c. asked, with rumored sales at 10½c. Demand is quieter, partly reflecting the nearness of the year-end holidays. The recent Government ruling to the effect that foreign stearine can be used in the manufacture of domestic compound lard has come in for some belated attention, due it is said to the advance in foreign oleo stearine to near a parity with our own prices. Heretofore the product from abroad could only be used for export compound lard.

SEE PAGE 39 FOR LATER MARKETS.

**COCOANUT OIL.**—The volume of business is quiet, but the tone is very steady. Foreign markets are held firmly and offerings for importation are limited. Trade demand, as usual at this season, is quiet, with buying also influenced by the general business uncertainty. Cochin, 13¼c.; arrival, 13c.; Ceylon, 10¼@11c.; shipment, 10½@10¾c.

**CORN OIL.**—The market is quiet but a little more firmly held. Prices are quoted at \$6.70@6.80 in car lots.

**SOYA BEAN OIL.**—Trade continues quiet with prices fairly steady. Spot is quoted at 6½@7c.

**PALM OIL.**—The general quiet conditions in business are tending to make slow trading and demand is quiet. Prices continue to be held firmly, however, and offerings from abroad are light. Prime red spot, 6¼@7c.; do., to arrive, 6¾c.; Lagos, spot, 7¼c.; to arrive, 7½c.; palm kernel, 10½@10¾c.; shipment, 10½c.

**NEATSFOOT OIL.**—Prices are firm, with a rather light trade. For 20 cold test, 96@98c.; 30 do., 88c.; 40 do., water white, —; prime, 65@66c.; low grade, off yellow, 62c.

**OLEO OIL.**—Prices are steady but trade continues quiet. The demand abroad is not pressing but a moderate business is being put through. Extras are quoted at New York at 10½c., and 60 florins at Rotterdam.

**GREASE.**—The market continues very steady for good grades, but demand is moderate. Quotations are nominal, as follows: Yellow, 5¼@6½c.; bone, 5½@6¼c.; house, 5¾@6½c.

### IMPORTS OF FRESH BEEF.

Imports of fresh beef into the port of New York during the past week totaled 16,911 quarters, compared to 2,137 quarters last week, and 5,790 quarters two weeks ago. Last week's arrivals included 2,000 quarters of chilled and 137 frozen; this week's were 13,981 chilled and 2,930 frozen. Some of this week's arrivals came via London and Liverpool, and the remainder on the steamer Zinal direct from South America, all of the frozen beef being from Australia, and the chilled from Argentina.

### IMPORTS OF BEEF PRODUCTS.

Imports of beef products from abroad during the past week, aside from usual arrivals of sausage casings, European sausages, foreign tallow, etc., included the following from South America: 3,937 cases canned corned beef, 2,280 bags tankage, 1,054 bags dried blood, 167 bags knuckle bones, 312 cases and 234 bags beef trimmings, 603 cases beef rolls, 300 cases boneless chucks, 50 bags ox hearts, 50 bags ox tails, 10 cases ox sweetbreads, 50 cases ox livers, 22 cases ox kidneys, 25 cases ox tongues, 15 bags sheep kidneys, 8 cases and 9 bags shank meat.

### CHICAGO FERTILIZER MARKET.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, December 3.—The market for animal ammoniates has been a little easier, owing to buyers having pretty thoroughly covered their requirements for the time being, and a consequent greater inclination on the part of some producers to move a little stock resulted in sales and offerings of blood at \$3.20@3.25 for prompt and December, and tankage at \$3.07½ and 10c., with possibility of being able to shade the price 2½c. a unit for immediate shipment.

Hoof meal is showing further advance, quotable at \$3.05@3.10 per unit, and concentrated around \$3 per unit. The lower grades are sold up closely and more firmly held, both for prompt and future shipment. Some outside packers' tankage has sold on a little lower basis, and several contracts for six and twelve months have been closed by smaller packers at some little concession in price, in order to secure the longer time for delivery. (Complete quotations will be found on page 37.)

### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, December 3, 1913:

**BEEF.**—Amsterdam, Holland, 50 bbls.; Antwerp, Belgium, 35 bbls.; Colon, Panama, 35 bbls.; Hamilton, W. I., 5½ bbls.; Kingston, W. I., 17 bbls., 13 tcs.; Port Antonio, W. I., 10 bbls., 8 tcs.; Port au Prince, W. I., 28 bbls.; Port Limon, C. R., 17½ bbls.

**FRESH MEAT.**—Hamilton, W. I., 1,505 lbs.

**OLEO OIL.**—Antwerp, Belgium, 420 tcs.; Bergen, Norway, 230 tcs.; Christiania, Norway, 75 tcs.; Cyprus, Greece, 20 tcs.; Constantinople, Turkey, 100 tcs.; Genoa, Italy, 75 tcs.; Piraeus, Greece, 60 tcs., 5 bbls.; Rotterdam, Holland, 2,420 tcs.; Syra, —, 10 tcs.; Stavanger, Norway, 135 tcs.; Smyrna, Turkey, 25 tcs.; Salonica, Turkey, 50 tcs.; Trieste, Austria, 25 tcs. From Baltimore to Hamburg, Germany, 140 tcs.

**OLEOMARGARINE.**—Colon, Panama, 9,380 lbs.; Havana, Cuba, 1,250 lbs.; Hamilton, W. I., 1,560 lbs.; Kingston, W. I., 6,200 lbs.; Port au Prince, W. I., 5,000 lbs.

**TALLOW.**—Havana, Cuba, 6,807 lbs.

**CANNED MEAT.**—Antwerp, Belgium, 50 cs.; Algoa Bay, Africa, 438 pa.; Buenos Aires, A. R., 920 pa.; Batavia, Java, 94 cs.; Colon, Panama, 7 cs.; Ciudad Bolivar, Venezuela, 10 cs.; Delagoa Bay, Africa, 150 pa.; Kingston, W. I., 77 cs.; Manzanilla, Cuba, 14 cs.; Manila, P. I., 20 cs.; Nuevitas, Cuba, 101 cs.; Para, Brazil, 15 pgs.; Singapore, Straits Settlements, 60 cs.

# Green Olive Oil Foots

## SUPERIOR QUALITY

## AND ALL OTHER SOAP MATERIALS

# WELCH, HOLME & CLARK CO.

## 383 West St., New York



**COTTON OIL CABLE MARKETS****Hamburg.**

(By Cable to The National Provisioner.)

Hamburg, December 5.—Market easy. Quotations: Choice summer white oil, 73½ marks; butter oil, 73½ marks; summer yellow, 67¾ marks.

**Rotterdam.**

(By Cable to The National Provisioner.)

Rotterdam, December 5.—Market firm. Quotations: Summer yellow, 39¾ florins; choice summer white, 43 florins, and butter oil, 43 florins.

**Antwerp.**

(By Cable to The National Provisioner.)

Antwerp, December 5.—Market firm. Quotations: Summer yellow, 83 francs.

**Marseilles.**

(By Cable to The National Provisioner.)

Marseilles, December 5.—Market easy. Quotations: Prime summer yellow, 86 francs; prime winter yellow, 91 francs; choice summer white oil, 91 francs.

**Liverpool.**

(By Cable to The National Provisioner.)

Liverpool, December 5.—Market easy. Quotations: Prime summer yellow, 34¼s.; summer yellow, 33¾s.

**SOUTHERN MARKETS****Columbia.**

(Special Wire to The National Provisioner.)

Columbia, S. C., December 4.—Crude cottonseed oil, December, 43c.; January, 44c. bid; very little selling reported since the break in the market.

**Memphis.**

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 4.—Cottonseed oil market weak; prime crude, 45c. Prime 8 per cent. meal firm at \$27.75@28. Hulls steady at \$8, loose.

**New Orleans.**

(Special Wire to The National Provisioner.)

New Orleans, December 4.—Prime crude cottonseed oil easier at 44½c. east of the river, 45½c. west of the river; offerings of crude oil liberal. Prime meal, 8 per cent., scarce at \$29.50 per short ton, New Orleans; 7½ per cent. meal, \$28. Hulls barely steady at \$9.75 loose, \$12 sacked.

**Dallas.**

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 4.—Cottonseed oil market very quiet, with little trading; basis prime, 42½@43c.; prime, 45@45½c. Choice loose cake, \$30 per short ton, f. o. b. Galveston; prime cake, \$25.50.

**STEAK VS. PEANUTS.**

Coogan, the Customer: "There's as much nourishment in a pint av peanuts as in two pounds av that steak."

Grogan, the Butcher: "But there's no gravy, an' nothin' for th' cat, an' no hash the next day!"—Puck.



Make the Husband smile  
and the Children happy by getting  
that Can of

**PROGRESS COOKING OIL**  
and  
**LOUISVILLE SALAD OIL**  
and prepare  
their dinner with it.

YOUR GROCER HAS THEM — INSIST ON NO OTHER.

NEVER  
accept a substitute but insist upon the  
LEADER of them all in the  
Frying, seasoning, shortening and Salad line.

**Louisville Cotton Oil Co.**  
INCORPORATED  
Louisville, Ky.

**FLOYD & K STS.****CABLE ADDRESS "COTTON OIL"****CHEMICALS AND SOAP SUPPLIES.**

(Special Report to The National Provisioner.)

New York, December 4.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda, \$1.55@1.65 basis 60 per cent.; 60 per cent. caustic soda, \$1.80 per 100 lbs.; 98 per cent. powdered caustic soda in bbls., 2½@2½c. per lb.; 58 per cent. soda ash, 80c. per 100 lbs. 48 per cent. carbonate soda ash, 95c. per 100 lbs.; talc, 1¼@1¼c. per lb.; silic, \$15@20 per ton of 2,000 lbs.; marble flour, \$8 per ton of 2,000 lbs.; silicate of soda, 90c. per 100 lbs.; chloride of lime in casks, 1½c. and in barrels 2c. per lb.; carbonate of potash, 4@4¼s. per lb.; electrolytic caustic potash, 4½@4¼c. per lb.

Prime palm oil in casks, 6¾@7c. per lb.; genuine Lagos palm oil in casks, 7¾c. per lb.; clarified palm oil in bbls., 7¾c. per lb.; palm kernel oil in casks 10½@10¾c. per lb.; green olive oil, 76c. per gal.; yellow olive oil, 83@86c. per gal.; green olive oil foots, 7¾@8c. per lb.; Ceylon coconut oil, 10½@10¾c. per lb.; Cochiti coconut oil, 13¼@13½c. per lb.; cottonseed oil, 7.20@7.40c. per lb.; corn oil, 6.70@6.80c. per lb.; Soya bean oil, 6¾c. per lb.

Prime city tallow, 6½c. per lb.; house grease, 6@6¼c. per lb.; brown grease, 5¾@6c. per lb.; yellow packer's grease, 5¾@6c. per lb.

**OLEO OIL AND NEUTRAL LARD.**

(Special Report to The National Provisioner.)

New York, December 4.—The market for oleo oil during the present week was quiet abroad, the neutral lard market equally so and the oleo stearine market here has developed considerable weakness. Prices for

live hogs are higher, and there is more falling off in hog receipts. The packing of hogs for the month of November was in excess of that of last year. The stocks of lard in Chicago show a moderate decline, as a result of good home trade. Export business in butter oil is at very low ebb, and Europe not inclined to take hold of these goods at all unless prices reach a very much lower level than we have here at present. General business conditions in the country are slack, and no improvement in sight for the balance of the old year.

**FOREIGN COMMERCIAL EXCHANGE.**

New York, December 5.—Foreign commercial exchange rates were quoted today as follows:

<b>London—</b>	
Bankers' 60 days.....	4.81¼ @ 4.81½
Demand sterling.....	4.8335 @ 4.8540
Commercial, sight.....	4.85 @ 4.85½
<b>Paris—</b>	
Commercial, 90 days....	5.26½—1.32 @ 5.26½
Commercial, 60 days....	5.25—1.16 @ 5.25—1.32
Commercial, sight.....	5.21½—1.16 @ 5.21½
<b>Berlin—</b>	
Commercial, 90 days....	93 5-16 @ 93½
Commercial, 60 days....	93½ @ 93 13-16
Commercial, sight.....	94½ @ 94 9-16
<b>Antwerp—</b>	
Commercial, 60 days....	5.30 @ 5.30+1-16
<b>Amsterdam—</b>	
Commercial, 60 days....	39 9-16 @ 39 9-16+1-32

**CAESAR IS OUT FOR HIMSELF.**

C. A. Caesar, who has been the manager of the New York branch of Paul Tietgens & Company on the New York Produce Exchange for several years, has severed his connection with that firm and will establish himself in a cottonseed oil and provision commission business of his own. It is understood that W. E. Dean will succeed Mr. Caesar as the Tietgens representative in New York.

**FAT-MEN**

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ANIMAL  
AND  
VEGETABLE  
FATS

**STERNE & SON CO.**  
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STEARINGS - OILS - TALLOW - GREASE - FERTILIZER MATERIALS



# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

### Market Heavy—Crude Offered More Freely—Seed Prices Easier—Consumers Indifferent—Trade More Active.

The dullness of the past several weeks, which had grown quite monotonous to nearly every one in the trade, has been broken. During the past few days there has been more activity at the South and in the local future market. This transition has been at the expense of values, and inasmuch as a majority interested in the fluctuations were of a bearish frame of mind, the developments were greeted with general approval.

Holders of crude accepted lower bids proffered by the refiners, and a very fair business was put through. There was more oil sold at the South than was bought for actual consuming account, so that some of the buyers of crude oil were forced to hedge in the New York future market. The decline would have, undoubtedly, been of greater proportions, but for the fact that a substantial short interest existed, and as the list receded the buying from this source assumed liberal proportions.

The weakening of southerners can be attributed to an indisposition on their part to see much of an accumulation of crude oil. Hitherto the mills have kept fairly well sold-up, and although there were frequent periods

of liquidation, nothing sensational occurred, and on the declines offerings dried up. Many claim that this will again occur on a small further recession in values. On the other hand, the advent of the holiday season merits consideration.

The demand for cotton oil continues routine in character, and it would be unfair to look for much of a betterment at a time when the market is reacting. It is true that many users of cotton oil, both here and abroad, are anticipating lower values, but the statement is reiterated that a ten to fifteen point decline is not inviting, and that until spot oil in the New York market is quoted on the basis of about 6 3/4 c. per lb., the buying will continue on a hand-to-mouth basis.

As it is, the bulk of the inquiry is still from compound lard makers or strictly edible sources. Generally, it is admitted that about the best that can be said of the demand situation is that consumers as a rule have been so conservative that their stocks have been at a low ebb for many weeks, thus insuring many buying movements. No special change has been observed in the grease situation; thus soap makers are still ignoring cotton oil, excepting in unusual cases. The movement of lard values has been unimportant, and al-

though the inquiry for compound lard has quieted, the hesitation is expected to be only temporary.

More comment has been made on the recent Government ruling to the effect that foreign oleo stearine can be used in this country for the manufacture of domestic compound lard. Heretofore the stearine from the other side could only be used for export compound lard. The change makes it possible for compound lard makers to secure part of their product at a lower basis which, of course, to a slight degree favors cotton oil values, but it is noteworthy that recently foreign oleo stearine values have crept up close to a parity with American.

There have been advices of a slightly easier seed market which, incidentally, have come when cotton crop estimates were revised downward. Seed values are still high, however, and their maintenance is one of the favorite arguments of bullish Southern interests, who claim that they cannot purchase seed at prevailing quotations, and turn out oil any cheaper; furthermore, that refiners being forced to pay high prices must also seek to maintain the levels of cotton oil, even though many users of oil are disinclined to seriously consider this point at this period of the season. As far as the seed production is concerned, it may exceed that of last year by a slight margin, due to the cost, which should result in an augmented crush.

The cotton crop, according to most of the

The  
American  
Cotton  
Oil Co.



27 BEAVER STREET,  
NEW YORK CITY

Cable Address:  
"AMCOTOIL," New York.

Cottonseed  
Products.

OIL, LINTERS,  
CAKE, ASHES,  
MEAL, HULLS.

GOLD MEDALS  
AWARDED

Chicago, 1893.  
San Francisco, 1894.  
Atlanta, 1895.  
Paris, 1900. Buffalo, 1901.  
Charleston, S. C., 1902.  
St. Louis, 1904.

latest estimates, will vary but slightly as compared with last year. In some instances, the guesses of somewhat over 14,000,000 bales, exclusive of linters, are stubbornly adhered to. Monday's ginning figures are expected to show close to 12,000,000 bales, or close to 200,000 above last year, but the trade is awaiting the Government crop estimate on the 12th inst.

Closing prices, Saturday November 29, 1913. —Spot, \$7.05@7.18; December, \$7.08@7.09; January, \$7.14@7.15; February, \$7.17@7.19; March, \$7.23@7.25; April, \$7.29@7.31; May, \$7.37@7.38; June, \$7.41@7.43; July, \$7.47@7.48. Futures closed 1 decline to 1 advance. Sales were: December, 2,400, \$7.10@7.09; January, 1,700, \$7.15@7.14; February, 200, \$7.18; March, 2,100, \$7.25@7.24; May, 500, \$7.39@7.37; July, 1,400, \$7.49@7.48. Total sales, 8,300 bbls. Good off, \$6.85@7.05; off, \$6.50@6.70; reddish off, \$6.40@6.45; winter, \$7.50; summer, \$7.35; prime crude, S. E., \$6; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Monday, December 1, 1913. —Spot, \$7.06@7.20; December, \$7.06@7.07; January, \$7.13@7.14; February, \$7.15@7.18; March, \$7.24@7.25; April, \$7.28@7.30; May, \$7.34@7.35; June, \$7.38@7.42; July, \$7.47@7.49. Futures closed 1 advance to 3 decline. Sales were: December, 1,600, \$7.07@7.06; January, 1,800, \$7.16@7.14; February, 700, \$7.20@7.18; March, 2,000, \$7.27@7.25; April, 100, \$7.30; May, 3,600, \$7.38@7.35; June, 100, \$7.41; July, 1,100, \$7.50@7.48. Total sales, 11,300 bbls. Good off, \$6.85@7; off, \$6.45@6.69; reddish off, \$6.35@6.48; winter, \$7.75@8; summer, \$7.40@7.50; prime crude, S. E., \$6; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Tuesday, December 2, 1913. —Spot, \$7.20; December, \$7.03@7.06; January, \$7.06@7.09; February, \$7.08@7.14; March, \$7.18@7.19; April, \$7.20@7.25; May, \$7.30@7.31; June, \$7.30@7.35; July, \$7.40@7.41. Futures closed 3 to 8 decline. Sales were: December, 700, \$7.05@7.04; January, 2,100, \$7.13@7.08; February, 100, \$7.15; March, 5,100, \$7.23@7.19; May, 7,100, \$7.32@7.29; July, 7,900, \$7.45@7.40. Total sales, 23,000 bbls. Good off, \$6.70@7.05; off, \$6.50@6.69; reddish off, \$6.35@6.47; winter, \$7.25; summer, \$7.25; prime crude, S. E., \$5.87@6; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Wednesday, December 3, 1913. —Spot, \$7.04@7.15; December, \$7.03@7.04; January, \$7.05@7.06; February, \$7.10@7.12; March, \$7.16@7.17; April, \$7.20@7.21; May, \$7.26@7.27; June, \$7.28@7.33; July, \$7.37@7.38. Futures closed 2 advance to 4 decline. Sales were: December, 1,600, \$7.06@7.04; January, 900, \$7.07@7.04; February, 100, \$7.11; March, 1,900, \$7.17@7.15; April, 1,000, \$7.20; May, 6,600, \$7.30@7.27; July, 2,700, \$7.40@7.38. Total sales, 14,800 bbls. Good off, \$6.80@7.04; off, \$6.45@6.69; reddish off, \$6.25@6.48; winter, \$7.50; summer, \$7.30@8; prime crude, S. E., \$5.87@5.94; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Thursday, December 4, 1913. —Spot, \$6.95@7.05; December, \$6.98@7; January, \$7.02@7.04; February, \$7.04@7.08; March, \$7.12@7.13; April, \$7.17@7.18; May, \$7.24@7.25; June, \$7.28@7.31; July, \$7.33@7.34. Futures closed 3 to 6 decline. Sales were: December, 300, \$7@6.99; March, 5,700, \$7.15@7.12; May, 2,500, \$7.26@7.23; July, 7,700, \$7.37@7.33. Total sales, 16,200 bbls. Good off, \$6.60@6.90; off, \$6.45@6.65; reddish off, \$6.20@6.48; winter, \$7.50@8; summer, \$7@7.30; prime crude, S. E., \$5.74@5.87; prime crude, Valley, nom.; prime crude, Texas, nom.

SEE PAGE 38 FOR LATER MARKETS.

Are you a salesman, manager, superintendent, foreman or stock keeper out of a job? Watch page 48 for good openings. Almost every week some packer advertises on that page for a man. Such chances do not remain open long; look them up, it will be worth your while. Or, if you want a position, why not advertise yourself?

## COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending December 4, 1913, and for the period since September 1, 1913, were as follows:

	Week ending Dec. 4, '13.	Since Sept. 1, '13.
	Bbls.	Bbls.
From New York—		
Antwerp, Belgium.....	—	50
Barbados, W. I.....	—	957
Belize, Honduras.....	—	27
Bergen, Norway.....	—	210
Bristol, England.....	25	25
Buenos Aires, A. R.....	—	1,259
Cape Town, Africa.....	—	343
Christiania, Norway.....	—	230
Christiansund, Norway.....	—	105
Colon, Panama.....	2	778
Constantinople, Turkey.....	—	100
Copenhagen, Denmark.....	715	3,050
Demerara, British Guiana.....	45	331
Fremantle, Australia.....	—	34
Genoa, Italy.....	624	3,248
Glasgow, Scotland.....	205	1,310
Hamburg, Germany.....	155	3,055
Havana, Cuba.....	4	67
Havre, France.....	—	2,099
Hull, England.....	—	350
Iquique, Chile.....	—	85
Kingston, W. I.....	168	934
La Guaira, Venezuela.....	—	12
Las Palmas, A. R.....	—	20
Liverpool, England.....	300	7,919
London, England.....	—	6,778
Manchester, England.....	650	2,330
Marseilles, France.....	425	1,675
Matanzas, Cuba.....	—	4
Melbourne, Australia.....	208	222
Monte Cristi, S. D.....	—	16
Montevideo, Uruguay.....	1,820	2,582
Naples, Italy.....	—	2,871
Nuevitas, Cuba.....	—	30
Para, Brazil.....	3	7
Piraeus, Greece.....	—	126
Ponce, P. R.....	—	8
Port Antonio, W. I.....	26	103
Port au Prince, W. I.....	7	24
Port Limon, C. R.....	—	29
Port Maria, W. I.....	6	6
Porto Cortez, Honduras.....	4	4
Progreso, Mexico.....	—	40
Rio Janeiro, Brazil.....	28	649
Rotterdam, Holland.....	—	3,713
Sanchez, S. D.....	—	73
San Domingo, S. D.....	—	82
San Juan, P. R.....	10	666
Santiago, Cuba.....	64	282
Santos, Brazil.....	—	583
Sydney, Australia.....	—	35
Trieste, Austria.....	703	6,656
Trinidad, W. I.....	112	146
Valparaiso, Chile.....	—	158
Venice, Italy.....	662	2,778
Vera Cruz, Mexico.....	—	12
Total.....	6,971	59,543
From New Orleans—		
Antwerp, Belgium.....	—	500
Bremen, Germany.....	50	50
Christiania, Norway.....	2,110	2,110
Genoa, Italy.....	—	25
Gothenberg, Sweden.....	375	475
Hamburg, Germany.....	2,383	2,523
Havana, Cuba.....	10	460
Liverpool, England.....	—	200

Manchester, England.....	100	100
Progreso, Mexico.....	—	200
Rotterdam, Holland.....	—	2,537
San Juan, P. R.....	—	450
Tampico, Mexico.....	—	200
Vera Cruz, Mexico.....	200	566

Total.....	5,228	10,096
From Galveston—		
Havana, Cuba.....	—	111
Total.....	—	111
From Baltimore—		
Glasgow, Scotland.....	—	25
Havre, France.....	—	400
Total.....	—	425
From Savannah—		
Manchester, England.....	—	606
Rotterdam, Holland.....	—	6,041
Total.....	—	6,647
From San Francisco—		
Hong Kong, China.....	—	2
Mexico.....	—	1
Yokohama, Japan.....	—	3
Total.....	—	6
From all other ports—		
Canada.....	—	7,373
Mexico (including overland).....	—	2,299
Total.....	—	9,672

Recapitulation—			
From New York.....	6,971	59,543	111,733
From New Orleans.....	5,228	10,096	16,065
From Galveston.....	—	111	550
From Baltimore.....	—	425	2,740
From Philadelphia.....	—	—	325
From Savannah.....	—	6,647	3,243
From Norfolk.....	—	—	2,050
From San Francisco.....	—	6	—
From Mobile.....	—	—	1,575
From all other ports.....	—	9,672	24,022
Total.....	12,199	86,500	162,403

## COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from the various customs districts of the United States for the month of October, with totals compared to a year ago, are reported as follows by the federal Department of Commerce:

	Pounds.
Maryland.....	151,823
New York.....	8,204,003
Virginia.....	774,150
Galveston.....	333,627
New Orleans.....	828,009
Laredo.....	484,867
Buffalo.....	130,342
Dakota.....	61,430
Eastern Vermont.....	375
Michigan.....	982,774
Total, October, 1913.....	11,951,400
Total, October, 1912.....	15,523,140
Ten months ending October—	
1911.....	211,157,426
1912.....	274,283,327
1913.....	210,036,621

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## EDIBLE OIL TRADE OF THE MEDITERRANEAN

### Effect on Cottonseed Oil Industry of the United States

By Erwin W. Thompson, Commercial Agent U. S. Department of Commerce.

(Continued from last week.)

**EDITOR'S NOTE.**—This report, just made to the Bureau of Foreign and Domestic Commerce, by Commercial Agent Thompson, should be of great interest to the cottonseed products trade. Mr. Thompson is a practical oil mill manager and knows the situation at home thoroughly. His studies of the foreign field should be most helpful. This is the third instalment of the first of his reports from abroad.)

#### Suggestion to American Millers.

With raw materials of high oil content and high quality there is an undoubted advantage in resorting to a first process of cold pressing, by which as much neutral oil as possible is extracted; such cold pressing to be followed by a second pressing made hot and pushed for quantity rather than for quality.

Cottonseed oil millers might well study this method. It is the universal practice in America to cook cottonseed meats and subject them to heavy hydraulic pressure (1,500 to 1,800 pounds per square inch of cake) sufficiently long (15 to 20 minutes) to drain out about all the oil possible. This leaves the cake with 6 to 7 per cent. of oil. If the yield of cake is 850 to 880 pounds (varying according to the degree of decortication), the total oil left in the cake from a ton of seed is 53 to 59 pounds.

The crude oil extracted in this way, if from good seed, will contain from 1 to 3 per cent. of free fatty acids, with some mucilaginous, resinous and coloring matter, all of which should be removed as early as possible to obtain the best results. These substances are removed by refining with caustic soda, with a loss in weight of 6 to 9 per cent.

It seems reasonable to suppose that with cold pressing, carried to a certain point to be determined by trial, some cottonseed oil could be obtained of much finer quality than is now produced—oils with a quarter to a half of 1 per cent. of free fatty acids, which with a minimum of refining might be as acceptable to oleomargarin makers as the peanut oils they now import in considerable quantities.

Until the last 10 years no serious effort had been made in the United States to press cotton seed cold. Only one kind of cold press has been developed, and only within the past two years has it reached any degree of commercial perfection. This is a continuous expeller press, consisting essentially of a horizontal cylinder, built up of a series

of longitudinal steel bars firmly bound together, but with very fine cracks between the bars for the exudation of oil.

A strong steel conveyor works inside the cylinder. Whole seed or decorticated meats are fed in at one end and forced by the conveyor against a conical plug at the other end. This plug may be adjusted in and out to regulate the size of the annular opening, thus regulating the pressure exerted on the meats. Oil flows out between the cracks in the cylinder wall, and the dry cake is forced through the annular opening at the end in the form of spiral shavings an eighth to a quarter of an inch thick.

The oil thus obtained, while nominally cold pressed, is in fact considerably heated by the friction of the apparatus as now worked, that is, with the intention of getting out in one operation as much oil as would be obtained by the hydraulic method. Perhaps it would be an improvement to work this press with the idea of obtaining half the oil and leaving the rest to be recovered by another operation.

#### How to Get Better Oil and Cake.

It is generally conceded that oil made from decorticated woolly cotton seed, even as we make it, is superior to the English oil made from Egyptian seed (which is worked without decortication). English quotations are often 3 shillings per hundredweight of 112 pounds in favor of the American oil. This is equivalent to over five-eighths of a cent per pound. But, by the careful method of cold pressing at Marseille, Egyptian seed, not decorticated, is made to yield some oil that sells for 106 francs per 100 kilos, as against

99 francs for the best American and 93 francs for English (respectively, 9.33, 8.67 and 8.14 cents per pound).

If the value of American oil could be increased a cent a pound by cold pressing, and a yield of about 150 pounds per ton cold obtained, with a balance of about 170 pounds hot, it would seem to be worth the trial. The experiment could be made without appreciably changing the machinery now installed in the American mills.

The process might be conducted as follows: Decorticate the seed more thoroughly than usual for the sake of whatever improvement this might make in the quality of the oil. In order not to lose meats in hulls by this method, clean the hulls by supplementary screens and run the hully meats so obtained in with the cake from the first pressing, while grinding it for the second pressing. At this juncture there is a good opportunity for perfect control of nitrogen content in the final cake by running in supplementary hulls (preferably delinted hulls), according to the percentage of nitrogen in the first cake.

A certain amount of very high-grade cake could be made if the market, export or otherwise, should demand it by excluding the additional hulls for this quality and running in more hulls to make a lower grade for the local feed trade.

#### How Soft Cake Is Made.

There is another feature in this double-pressing system that explains the existence of the desirable soft cakes in Europe. Cakes made by a second pressing are invariably softer than those made by a single hot pressing, even when the former contain no more oil. The European consumer of cake, the small one in particular, is provided with only light farm machinery for cracking the native soft cakes. They naturally find difficulty with American hard cakes, and will buy them only at reduced prices.

If it is desired to grind these soft cakes at the mills, the final grinding will require less power, thus in some measure compensating for the expense of double grinding made necessary by double pressing.

#### The Solvent Process.

All the solvent processes in use in France

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have been simple enough chemically and mechanically, so far as the extraction of oil is concerned, but there are many vitally important details that have never been commercially mastered in the United States. Essentially the solvent process consists in putting the oil-bearing material in a closed tank and pumping through it a solvent that takes up the oil in solution and passes on to another closed tank, which is heated enough to volatilize the solvent and leave the oil as a residue to be drawn off at the bottom. The volatilized solvent meantime passes through a worm in a tank of cool water and is condensed to liquid form and again pumped through the material, and so on continuously until all the oil is extracted. Hot air or steam is then blown through the material to remove the last trace of the solvent.

Theoretically the process is inexpensive and effective, leaving the material absolutely free from oil, with no loss of solvent. Practically, however, the kinds of solvents that have been used are objectionable in many ways. They are inflammable and explosive. They attack the tanks and other apparatus. They dissolve, besides the oil, too much resin, gum and coloring matter, and they leave bad odors and tastes in both the oil and the meal.

The original idea of extracting oil in this manner is attributed to Emile Deiss, of Paris, who patented a process in 1856. He used carbon bisulphide, and this is the material extensively used in the treatment of olive grignons, or the cake left after pressing olives. This grignon oil, until within the last year or two (since the process of deodorization has come into vogue), has been used entirely for soaps, lubrication, and other industrial purposes where the otherwise undesirable features of dissolved oil would be no detriment. In fact, the green color dissolved with the oil has made olive oil soap distinctive and famous.

The material after the extraction of oil from olive cake has very little feeding value (1 to 2 per cent. nitrogen). As it is used mostly for fertilizer and for fuel, any taste or smell left is of no consequence. As the original grignons contain 15 to 20 per cent. of oil, and as the olive oil extracted is worth fully 6 cents per pound, the solvent process for this material has proved successful.

The practice has spread to other oil cakes containing as much as 10 to 12 per cent. of oil. A great deal of colza and other cakes as rich as this are imported from Russia and Austria and treated by solvents. Marseille has eight establishments working on such materials, treating altogether about 60 tons per day. Some of them use carbon tetrachloride and some a comparatively new solvent called trichlorethylene ( $\text{C}_2\text{HCl}_3$ ), which is said to possess all of the desirable and none of the objectionable properties of the other solvents for this work.

Some physical characteristics of certain oil solvents are shown in the following table:

Solvents.	Specific gravity at 15° C.	Specific heat.	Boiling point, centigrade.
Carbon bisulphide .....	1.268	0.157	46.04
Benzine .....	.895	.419	80.36
Carbon tetrachloride ...	1.605	.131	76.74
Trichlorethylene .....	1.471	.233	88.00

The operators seem to think that the solvent process is best applicable to materials within the range of 10 to 30 per cent. oil content. At present only one of the eight concerns is working on original material. Most of them buy, besides rich oil cakes, all kinds of oily materials, such as mill sweepings and spent fuller's earth.

Very few oil mills in the United States could survive if they left 10 per cent. of oil in the cakes, so there is now no profitable raw material of this kind for the solvent process, but it might be worth while to study the new solvent with a view to its possible use in the place of a second pressing in connection with a cold-pressing scheme, where the pressing is stopped at the most advantageous point for quality, leaving, say, 18 to 20 per cent. of oil in cake.

(To be continued.)

## COTTONSEED OIL COMPETITION IN TURKEY

By U. S. Consul General G. Bie Ravndal, Constantinople.

Some months ago a report was made by this office on the present importation of Russian cottonseed oil into the Constantinople market, and several suggestions were made in regard to the best methods for American exporters to follow, in meeting competition from a comparatively new source. Another direction from which competition will be felt by the present flourishing trade in this commodity between the United States and Turkey is the increasing production by mills situated in the latter country itself, where its own native seed is being crushed to a greater extent every year.

The two principal centers of cotton oil production in Turkey are Mersina and Smyrna. The former city is the port of shipment for the bulk of Turkey's annual exports of raw cotton, and its mills have therefore a plentiful supply of seed within easy reach. There is now one cotton oil mill in operation at Mersina and another in course of construction, which will not begin operations until next year. In August of this year the mill at Aghia Triadha, near Symrna, erected by the American Cotton Oil Company, was almost completed, only the refining department remaining unfinished. A large amount of the equipment of these three mills, especially of the one at Smyrna, is of American manufacture, and was installed by American experts.

### Crushing Operations and Disposition of Products.

During the season from September, 1912, to February, 1913, the first mill at Mersina crushed 1,400 tons of seed and produced 170 tons of oil. Owing to recent increases in its equipment by the purchase of American refining machinery, it is expected that from October, 1913, to May, 1914, this mill will crush 6,000 tons of seed and obtain 700 tons of oil. The mill now in course of erection at Mersina is estimated to have a crushing capacity of 200 tons per week, and during a season of approximately 30 weeks it should produce 700 tons of oil.

The mill at Smyrna, which cost about \$400,000 and of which the machinery and equipment imported from the United States cost over \$125,000, is to have a crushing capacity of about 120 tons per day, or, roughly, 40,000 tons per year if continuously operated. The estimated production from each ton of seed is 40 gallons of oil. The current price of cottonseed on the Smyrna market is \$21.20 to \$24.72 per ton of 2,000 pounds.

The available supply of seed in the Mersina district is large, and varies between 30,000 and 40,000 tons per annum. Almost one-half of it is required locally for cattle feed, as farmers have not yet been taught the use of cake as a substitute. The portion of the crop which is not used locally is exported principally to England, or to Smyrna for the new mill there. The total production of cottonseed in the Smyrna district is estimated at between 18,000 and 25,000 tons, which alone is not likely to prove large enough to supply local demands for feeding purposes and to keep the new mill in operation.

### Status of and Prospects for American Oil.

It is expected that conditions in the Mersina district are likely to remain unchanged for some time, but as the value of oil cake as a substitute for feeding purposes is learned, new mills will probably be erected. The area planted to cotton there is increasing every year, and is likely to lead to a larger production of oil. While admittedly superior to the local product, no American oils have been imported into that district for some time, chiefly because they can not meet the lower prices of the native article.

The effect of the local production at Smyrna is not yet determined. The estimated consumption in the Vilayet (Province) of Smyrna varies from 5,000 barrels of 450

pounds each in a year of good olive crops to 8,000 barrels in seasons when the olive crop is poor. This oil is now imported from the United States (90 per cent.), Russia (20 per cent.), England (10 per cent.), Asia Minor (10 per cent.). As elsewhere, the American oil is the favorite on account of superior refining, but the Russian exporters are making a strong effort to market their oil in Smyrna, as well as in Constantinople.

It is therefore manifest that in the immediate future American shippers of cotton oil to Turkey will have to contend not only with the competition of other foreign countries, but also with that of cheaper local oils produced right in the country. However, in spite of the existence of this strong competition, the situation is by no means hopeless; and by bringing about certain improvements in the conditions now surrounding this trade, American exporters should maintain their present pre-eminence as Turkey's chief foreign source of supply for the higher grades of cottonseed oil.

### YORK REFRIGERATING SALES.

(Continued from page 21.)

Sheffield Farms (Slawson-Decker Co.), New York, N. Y., 16,200 feet of 2-inch Byers full weight wrought iron pipe for bunker coils.

Standard-Waygood, Ltd., Sydney, N. S. W., Australia, one coil of "Shipley" atmospheric ammonia condenser, 20 feet long, 12 pipes high, made of 2-inch pipe.

Flower City Brewing Company, Rochester, N. Y., 3 coils of "Shipley" double-pipe ammonia condensers, 18 feet 2 inches long, 8 pipes high, made of 2-inch and 3-inch pipe; also 1,450 feet of 2-inch full weight wrought iron pipe.

St. Louis Brewing Association, St. Louis, Mo., 10 coils of "Shipley" atmospheric ammonia condensers, 20 feet long, 12 pipes high, made of 2-inch pipe. This installation will be made in their Heim Brewery branch, East St. Louis, Ill.

St. Louis Brewing Association, St. Louis, Mo., 8 coils of "Shipley" atmospheric ammonia condensers, 20 feet long, 12 pipes high, made of 2-inch pipe. This installation will be made in their Lafayette Brewery, St. Louis, Mo.

Fayette Light, Ice and Coal Company, Fayette, Mo., 1 coil of "Shipley" double-pipe ammonia condenser, 18 feet 2 inches long, 8 pipes high, made of 2-inch and 3-inch pipe.

Industrial Cold Storage and Warehouse Company, Philadelphia, Pa., the necessary material for changing their present "York" atmospheric ammonia condenser to one coil of "Shipley" type condenser, 20 feet long, 12 pipes high, made of 2-inch pipe.

Armour & Company, Sioux City, Iowa, 20 coils of atmospheric ammonia condensers, 20 feet long, 24 pipes high, made of 2-inch pipe.

Lily-Purity Ice Cream Company, Memphis, Tenn., one shell and tube brine cooler, containing 200 square feet of effective surface, and one accumulator.

F. M. Shaffer Ice Company, Johnstown, Pa., the necessary material to change their present freezing tanks to the flooded system.

Sheffield Farms (Slawson-Decker Co.), New York, N. Y., a 150-ton distilling system and 4,000 feet of 2-inch full-weight wrought iron Byers pipe. This installation will be made in their Bronx plant.

H. Wagener Brewing Company, Salt Lake City, Utah, one 18 x 18-inch Corliss valve steam cylinder.

Swift & Company, Kansas City, Mo., 4 shell and tube brine coolers, each containing 2,500 square feet of effective surface.

Wegner Machine Company, Buffalo, N. Y., 8,915 feet of 2-inch Byers galvanized full-weight wrought iron pipe. This piping will be installed for the Danahy Packing Company, Buffalo, N. Y.

The Phargave Ice Factory, Agra, India, the necessary material, including headers, accumulator and ammonia receiver, for changing their present freezing tank to the flooded system.

# HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

## Chicago.

**PACKER HIDES.**—Continued inactivity. The impression prevails that some tanners would rather see the hide market remain steady than decline, as they have had hard work getting prices up on leather to the present hide basis, and a weaker hide market might mean lower leather. However, most tanners are willing that the other fellow do the supporting of the market. There is no change in asking prices, but it is generally understood that some of the packers who usually are the freest sellers are looking around for firm offers. In the meantime prices can only be ranged nominally as heretofore, inside prices being about what tanners might possibly pay. Native steers continue in the same dull and nominal position, and definite quotations cannot be given in the absence of sales. Packers are asking up to 19½¢, but it is believed that some of them would readily accept 19¼¢, but buyers' views are top at 19¢. at present. Texas steers are also dull and weak in sympathy with the rest of the market. Packers are willing to accept 18¾¢. for heavies, but it is doubtful if over 18½¢. could be realized. Lights are also in a nominal position at around 18½¢, and extremes 18¼¢. Butt brands are nominal. The top of the market would be 18½¢. and 18¼¢. is probably nearer. Colorados are nominally held at 18¼@18½¢, but it is not believed that over 18¢. could be realized now for lines of any size. Branded cows are still held at 18¼@18½¢, but would probably bring no more than Colorados. Native cows are weak at 18¼@18½¢. at which prices packers are unable to interest buyers. Native bulls are not quotable under 16¢, as these are cleaned up and last sales were at 16¢. Branded bulls are in limited supply and nominally quotable at from 15¢. bid up to 15½¢. asked. It is believed that 15¼¢. might buy, although bids of 15¢. have just been refused.

Later.—One packer admits selling 10,000 October-November Colorados at 18¢, and some buyers say they have been solicited to make bids of 18¢. for butt brands and Colorados together. No other sales are admitted, but it is generally believed that there has been some quiet trading in a confidential way at reduced prices, with no details as yet come to light.

**COUNTRY HIDES.**—As the tone of the market continues to grow weaker the tanners show even less inclination to buy than formerly. There is very little actual increase in the supply of hides, but the offerings are quite some larger than a few weeks ago, owing to the fact that dealers have not been able to sell so freely of late and also to the fact that there are always some hides held speculatively which make their appearance as soon as weakness develops. Some dealers claim that for choice hides on hand of October and November salting they will not accept present quotations, and although these hides would naturally bring more than poorer quality later salting, the holders of them cannot realize the prices they are talking of 16½¢. for buffs and 17½¢. for extremes. Buffs are top at 16¢. for regular

lots for delivery prior to December 15, and in fact are not firm at this price as some offerings at 16¢. are not being taken. Dealers here are offering to sell for late December and early January delivery at 15¾¢, but are finding few buyers, as the latter are talking that by waiting they believe they will be able to buy at 15½¢. by that time, and their ideas are not as a rule over 15½¢. for present shipment. Some dealers who have choice early fall buffs are talking up to 16½¢. for them, but this is not taken seriously in the trade, as no such figure is obtainable now. Heavy cows last sold at 16¢, and the position on these is the same as given on buffs above. Extremes are still relatively firmer than buffs or heavy cows and are more closely sold up and ahead, but the market now is not quotable over 17¢. for late receipts, and some lots are being offered for shipment in several weeks at 16¾¢. Some deliveries are still being made, however, of stock previously sold at 17½¢. Heavy steers continue dull at not over 16¢. for regular late receipts, and choice lots 16¼@16½¢. Bulls are quiet along with other varieties and quotable around 14¢, with stocks moderate.

**CALFSKINS.**—Continue steady despite the lower market, as both calf and kip continue closely sold up. Buyers, however, contend that next trading should be at lower prices. Extra choice Chicago cities last sold at 21¾¢. with 22¢. asked, but buyers' views are not over 21½¢. for best stock, and some are talking down to 21¢. for ordinary Chicago cities. However, last sales of mixed Chicago and outside city skins were at 21½¢, with outside cities quoted around 21¢, and countries from 19½@20½¢, as to sections where collected, quality, etc. Kips keep steady, being closely cleaned up and receipts are reported small. Packers and cities are held at 19¢, while mixed cities and countries last brought 18¾¢, and countries alone range 18@18½¢. asked. Light calf is unchanged and keeps quiet.

**SHEEPSKINS.**—Prices are steady and unchanged, with no fresh trading noted. Heavy packer 12-lb. and up pelts last sold at \$1.20, with lights out at 80@85¢, and asking prices are now up to \$1.25 for heavy stock. Outside city packers were last ranged 80¢.@ \$1.15, the outside price for good lots and country pelts are unchanged at 50@85¢.

## New York.

**DRY HIDES.**—No further change has as yet developed in common varieties, but it is understood that some negotiations are in progress on the 2,000 Bogotas, etc., on hand, and probably also on a fresh arrival of 2,666 bales of Bogotas, etc., per the "Oratava," if most of these are not for export. No business has as yet developed, however. River Plates are still nominal, with offerings of Buenos Aires 10@11 kilos, without description as to hair, at 29¢. unsold, and buyers' views on these not over 28½¢. East India buffalo hides are also weak, with prices on Commissariats nominal at around 12@12½¢. for slaughters, 11@11½¢. for deads, and 9¼@10¢. for rejections.

**WET SALTED HIDES.**—No sales are noted of River Plates, but especial weakness is reported in mataderos owing to Europe being apparently entirely out of this market

at present and some lots of matadero steers and cows mixed which were held a while ago at 16¢. and later offered at 15¢. are now obtainable down to 14¢. for the same lots of hides. Some American buyers are figuring if they can get these down to 13¢. that they will buy considerable quantities of them. Last trading in Havanas and regular coast Mexicans was at 16¾¢. The "Havana" brought 1,000 bdls. Havanas for export, and 333 bdls. to order, and the Prinz August Wilhelm brought 360 bdls. of Cubans.

**CITY PACKER HIDES.**—One of the local packers has made a sale of two cars of all weight native cows of August-September-October salting at 17¼¢. It is reported that there are some other regular packer cows obtainable at 17¢. of later salting than the above, and smaller packer lots at 16¾¢. No trading is noted in either native steers or branded steers, and some of the packers here are now carrying fairly large stocks and are anxious to sell.

**COUNTRY HIDES.**—The tone of the market continues weak, with offerings being made more freely than formerly, but few sales effected owing to buyers' inclination to hold off in expectation of securing some further concessions. Last trading here in Pennsylvania, Ohio and other Middle West buffs was at 16¢. for nearby shipment, and further offerings at this price for later delivery have not been sold. An offering was noted yesterday of a car of Canadian country hides 25 lbs. and up at 15¼¢. flat, and this lot is now offered at 15¢. flat for delivery prior to December 25, but has not been sold, as buyers are only inclined to buy for prompt shipment. A car of New York State 25-lb. and up hides is offered at 15½¢. flat for delivery late this month, and no sale of these was noted. A car of Ohio 25-lb. and up hides was also offered at 16¢. There are reports here from the West that a car of 25-lb. and up hides was sold from the "Twin Cities" at 15¾¢. selected, probably for future delivery, but the sale is not confirmed as neither the buyer nor the seller can be located.

**CALFSKINS.**—Although the demand is moderate dealers appear to hold steady to firm in their prices, and some inquiries from Europe for 5@7-lb. New York Cities failed to locate any offerings of these at under \$1.85, and there are naturally few of this weight available at this season. Quotations are generally unchanged from figures noted yesterday.

**HORSE HIDES.**—The market holds firm but unchanged. No sales are confirmed of outside cities without manes and tails at over \$5 flat, although some holders talk up to \$5.25 and some sales are reported as high as this, with tails and manes on. Mixed cities and countries range \$4.75@4.85, and some countries alone are picked up at \$4.50. Sales of fronts range \$3.65@3.75, but foreign fronts are reported easier and some French fronts that were held at \$4.25@4.30 are now offered at 15¢. less. Butts range from \$1.60@1.70.

## European.

The general situation abroad continues slow and weak, and it would seem that European tanners had previously purchased so much that they are not in need of anything now, and are keeping out of the market. There is not much doing here, although occasional sales are effected. It is reported that a lot of wet salted Russian grassers of 10@30 lbs., and averaging around 19 lbs., has been sold in Boston to go West at around 14½¢. c. i. f. Boston, which price is considerably under recent asking rates. Some importers state that Paris city spready steers can be laid down here at 18¢, and there are some offerings of so-called Paris spreads in Newark down to 17½¢. A little lot of summer dry Courland calfskins with cheeks was sold last week at 50¢, but these can be bought now at under this price.



# Chicago Section

At that, when either Murphy or Sulzer coughs the other ought to—expectorate.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, November 29, 1913, averaged 11.13 cents per pound.

City, State, county, park, school and other taxes for 1914 seem to be following the trend of the egg and butter markets. Going up! Every old thing.

It will not take long at present and possible future food prices in Canada to make reciprocity with the United States look mighty good to the Canadians.

December 2.—About 10 days more of this dark and dismal atmospheric pressure and the cast-iron dog will sprout the Willies. Ten days of Mondays in succession is what Sherman said war is.

Well, Pankhurst's little ruse netted her \$20,000 to take back to Hold Hingland. E. Z. Money. What a bunch of mutts and nuts there are at large in this country. Johnny, bring a monkey wrench.

Trading in grain privileges for next week is as follows: Bids, December wheat, 84¼; offers, 89¼. Bids, May wheat, 88½; offers, 93½. Bids, December corn, 68½; offers, 73. Bids, May corn, 69; offers, 72¼.

No one seems to be heartbroken because of the passing of the 26 dice game, except the guy who raked in the dough. And it certainly puts a crimp in his receipts. Otherwise sane men used to "go to" that skin game like a hog to the trough.

"Doc" Olson of the Civil Service Commission has been very busy examining 300 women who would be members of Chicago's police force. Applicants must be sound of wind, limb and eyesight; free of splints, spavins, sidebones, ringbones, cracked hoofs, etc.; city broke and not afraid of the cars or addicted to "undue" use of liquor, tobacco, drugs or jaws; able to play tag with a 35-pound dumbbell and trot a mile in 2:03 flat; weight, 115 to 180 pounds; height, 5 feet to 5 feet 9 inches; any breed from light saddle to Clydesdales.

## CHEMICAL & ENGINEERING CO. CHEMISTS

Specializing in Packing House and Cottonseed Oil products. Yearly contracts solicited.  
608 So. Dearborn St. Chicago, Ill.

## STOCK SHOW NOTES.

Old Sol finally came out of his hiding place on Wednesday, after nine days of fog. Began to think we were in dear old Lunnon; sure!

President of the United States Woodrow Wilson pushed the button in New York that opened the gates of the 1913 International Livestock Exposition on Saturday, November 29.

Also very noticeable among the lady drivers of harness horses at the Stock Show were the Misses Vaulain of Philadelphia, daughters of Vice-president Vaulain of the Baldwin Locomotive Works.

The opening night at the Stock Show was "Stock Yards Night," the whole ring exhibits and performances being owned and given by Stock Yards and Packingtown men, and it proved to be one of the best nights of the Show week.

Among the lady riders and drivers especially noticeable were Miss Rasmussen and Mrs. Jelke of Chicago and Miss Long of Kansas City. The real horse is not a back number yet, by a long shot, and never will be, any more than the lady equestrians.

Dr. J. G. Rutherford, formerly veterinary director general and livestock commissioner for Canada and now in charge of the agricultural department of the Canadian Pacific Railway, characterized this year's show as the greatest exhibition of livestock the world has ever seen.

You have heard just how busy that hen was scratching on a tin roof. Well, that hen had the hookworm compared to W. E. Skinner, O. T. Henkle, B. H. Heide, H. E. Poronto, et al. (meaning the several hundred others) "scratching" on the opening day of the great International Stock Show and since.

The grand championship for the best carlot of fat steers went to a load of Angus yearlings shown by Escher & Ryan. "The market wants yearlings, and they are the most profitable cattle for the feeder," said Mr. Escher. "On a bad market the grower has farther to go. With big finished cattle on his hands he has no alternative but liquidate. With yearlings he may tide over a

period of adversity. The public wants small cuts, and it is up to the manufacturer to adapt his methods to market needs."

There is the city-broke farmer, of course, and the one that ain't. Some of the latter variety are still awaiting the return of a wad of bills a "money inspector" took to the laboratory to be fumigated. Another turnip "standing at the gate" fondling a little bundle of junk had it jerked out of his mitt by some guy who, as he disappeared in the crowd, said: "Dat rube ain't fit ter carry a bundle 'round!"

Arthur G. Leonard was most fittingly chosen as president of the International Live Stock Exposition. Mr. Leonard has from its inception been more than any other one the guiding spirit and builder of the world's greatest livestock show. The by-laws were amended to enable the offices of secretary and treasurer to be filled by others than members of the directory. W. E. Skinner and R. B. Ogilvie were elected vice-presidents. Terms of ten directors expired and the following were elected: W. C. Brown, E. H. Ingwersen, Edward F. Swift, A. J. Lovejoy, Fred Pabst, O. E. Bradfute, J. W. Martin, John Cunningham, Robert Miller and Thomas E. Wilson, the latter to fill the unexpired term of the late Edward Morris. O. T. Henkle, general manager of the Union Stock Yard and Transit Company, was elected treasurer and B. H. Heide secretary.

Glencarnock Victor II., a 1,470-pound Angus steer belonging to J. D. McGregor, of Brandon, Manitoba, was announced as grand champion of the fourteenth International Livestock Exposition by J. R. Campbell, the judge from Scotland. This announcement was greeted by loud cheers from more than 1,000 Canadian stockmen and college students. It was the second successive year that Mr. McGregor won the grand championship. For the first time since the inauguration of the stock show the grand champion was not auctioned, slain at the stock yards and the cuts sold for high prices to clubs and hotels. Instead of crossing the "bridge of sighs" that leads to the slaughterhouse, Glencarnock Victor II went back to Brandon to meet his doom. He will be the most prominent figure at a grand barbecue to be given the "home folks" by Mr. McGregor at Christmas time. In addition to carrying off grand champion honors, Mr. McGregor took the ribbons for the best grade steer herd at the show and for the best three Angus steers of the same sire.

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Federal and State laws require copper kettles, coils, pipe, valves, tanks and other apparatus used in the preparation of food products tinplated.

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Lake and Sheldon Sts., Chicago, Ill.

## WE ALSO MAKE

a complete line of all kinds of tanks, churns, vats, light and heavy sheet metal work for the packing house, butterine and oleo factory.



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**CHICAGO**  
U. S. YARDS

## Delivery problems solved by this truck

*Usinger's* sausages, famous in Milwaukee, were restricted in sale because there was a kink in *Usinger's* delivery service. Orders couldn't be filled because of insufficient delivery facilities.

That is changed now. *Usinger* has found that a KisselKar Truck easily triples the work of a good horse and is ready to do more if necessary.

It's the same story with packers wherever wisdom has stepped in and dictated the selection of KisselKar Trucks.

## KISSELKAR TRUCKS

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There are four all important elements to be considered in the selection of a motor truck. 1st—The construction and record of the truck. 2nd—Its adaptability to the duty required of it. 3rd—The permanency and responsibility of the makers. 4th—The facilities to give thorough service.

Investigate the KisselKar Truck and the written KisselKar service guarantee to owners. Write for new illustrated portfolio.

**KISSEL MOTOR CAR CO.**

550 Kissel Ave., Hartford, Wis.

New York, Minneapolis, Chicago, Philadelphia, Milwaukee, Los Angeles, San Francisco, Oakland, Dallas, Boston, St. Paul, Kansas City and over 300 other leading points.



## CHICAGO LIVE STOCK

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Nov. 24.....	15,507	834	35,704	40,900
Tuesday, Nov. 25.....	3,758	762	26,753	25,080
Wednesday, Nov. 26.....	8,033	706	31,074	21,764
Thursday, Nov. 27—Holiday.				
Friday, Nov. 28.....	0,515	360	27,882	29,539
Saturday, Nov. 29.....	1,866	29	15,886	5,959
Total last week.....	36,290	2,601	137,299	123,242
Previous week.....	58,777	4,895	178,837	114,932
Cor. time, 1912.....	48,560	4,831	152,158	131,523
Cor. time, 1911.....	52,970	6,502	137,646	89,454

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Nov. 24.....	3,900		5,599	6,550
Tuesday, Nov. 25.....	2,433	49	5,944	9,795
Wednesday, Nov. 26.....	5,626	95	9,815	4,438
Thursday, Nov. 27—Holiday.				
Friday, Nov. 28.....	1,381	3	8,339	1,631
Saturday, Nov. 29.....	148		5,327	278
Total last week.....	13,497	147	35,024	22,697
Previous week.....	23,059	446	25,198	47,235
Cor. time, 1912.....	17,031	459	11,737	28,520
Cor. time, 1911.....	23,506	606	27,473	16,474

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Dec. 1, 1913.....	2,260,370	6,681,404	5,353,323
Same period, 1912.....	2,426,356	6,559,432	5,512,482

## Combined receipts of hogs at eleven points:

Week ending Dec. 1, 1913.....	462,000
Previous week.....	663,000
Cor. week, 1912.....	533,000
Cor. week, 1911.....	503,000
Total year to date.....	22,313,000
Same period, 1912.....	22,124,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Dec. 1, 1913.....	95,900	320,500	223,500
Week ago.....	163,700	448,600	230,600
Year ago.....	140,700	375,400	235,700
Two years ago.....	117,400	352,600	151,200

Combined receipts at six markets for 1913 to date and same period year ago:

	1913.	1912.
Cattle.....	6,828,000	6,930,000
Hogs.....	16,637,000	17,064,000
Sheep.....	12,184,000	12,111,000

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Dec. 1, 1913:	
Armour & Co.....	21,000
Swift & Co.....	12,400
S. & S. Co.....	12,100
Morris & Co.....	8,700
Anglo-American.....	4,300
Boyd, L. & Co.....	6,300
Hammond Co.....	6,500
Western P. Co.....	9,500
Roberts & Oake.....	4,000
Miller & Hart.....	3,400
Independent P. Co.....	5,100
Brennan P. Co.....	4,000
Others.....	1,400
Totals.....	98,700
Previous week.....	151,100
1912.....	134,600
1911.....	162,700
Total year to date.....	5,033,700
Same period last year.....	5,124,900

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$8.10	\$7.65	\$4.55	\$7.40
Previous week.....	8.15	7.75	4.40	7.00
Cor. week, 1912.....	8.20	7.70	4.05	7.20
Cor. week, 1911.....	8.85	6.17	3.35	5.95
Cor. week, 1910.....	6.20	7.19	3.80	6.85

## CATTLE.

Steers, good to choice.....	\$8.80@ 9.15
Steers, fair to good.....	7.50@ 8.75
Distiller steers.....	8.05@ 9.00
Inferior steers.....	7.00@ 7.50

Range steers.....	8.00@ 8.50
Yearlings, good to choice.....	8.50@ 9.50
Stockers.....	6.00@ 7.25
Feeding steers.....	6.50@ 7.40
Medium to good beef cows.....	5.25@ 6.00
Fair to good heifers.....	7.25@ 8.00
Good to choice cows.....	5.75@ 7.15
Common to good cutters.....	4.25@ 4.75
Butcher bulls.....	7.00@ 7.50
Bologna bulls.....	5.75@ 6.25
Good to choice calves.....	8.75@ 11.25

## HOGS.

Choice light, 160 to 190 lbs.....	\$7.55@ 7.65
Light mixed, 160 to 200 lbs.....	7.55@ 7.70
Prime light butchers, 200 to 230 lbs.....	7.05@ 7.80
Medium weight butchers, 230 to 270 lbs.....	7.70@ 7.85
Prime heavy butchers, 250 to 300 lbs.....	7.75@ 7.90
Mixed packing.....	7.20@ 7.45
Heavy packing.....	7.30@ 7.65
Pigs.....	5.25@ 6.50
Boars.....	1.80@ 2.75
*Stags.....	7.50@ 8.00

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Native lambs.....	\$6.75@ 7.50
Fed western lambs.....	6.50@ 7.50
Fed western wethers.....	4.25@ 5.10
Feeding lambs.....	6.00@ 6.75
Feeding yearlings.....	5.00@ 5.65
Feeding wethers.....	4.00@ 4.65
Feeding ewes.....	3.50@ 4.00
Native wethers.....	4.00@ 5.10
Native ewes.....	3.75@ 4.40
Native yearlings.....	5.50@ 6.50

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, NOVEMBER 29, 1913.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January.....	\$21.15	\$21.15	\$20.97½	\$21.10
May.....	21.05	21.10	20.87½	21.00

LARD—(Per 100 lbs.)—				
January.....	10.70	10.85	10.70	10.85
May.....	10.82½	10.85	10.82½	10.85
January.....	11.15	11.15	11.05	11.10
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.00	11.05	11.00	11.05
May.....	11.25	11.25	11.15	11.22½

MONDAY, DECEMBER 1, 1913.

PORK—(Per bbl.)—				
January.....	21.25	21.42½	21.25	21.40
May.....	21.02½	21.27½	21.02½	21.22½
LARD—(Per 100 lbs.)—				
January.....	10.90	10.92½	10.87½	10.90
May.....	11.07½	11.17½	11.07½	11.17½
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.10	11.17½	11.10	11.17½
May.....	11.22½	11.35	11.22½	11.32½

TUESDAY, DECEMBER 2, 1913.

PORK—(Per bbl.)—				
January.....	21.32½	21.32½	21.12½	21.12½
May.....	21.15	21.15	21.00	21.05
LARD—(Per 100 lbs.)—				
January.....	10.85	10.87½	10.82½	10.82½
May.....	11.12½	11.12½	11.07½	11.10
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.10	11.10	11.02½	11.05
May.....	11.22	11.25	11.22½	11.25

WEDNESDAY, DECEMBER 3, 1913.

PORK—(Per bbl.)—				
January.....	21.10	21.15	21.02½	21.15
May.....	21.05	21.15	20.95	21.10
LARD—(Per 100 lbs.)—				
January.....	10.55	10.55	10.55	10.60
May.....	10.80	10.85	10.77½	10.85
January.....	11.07½	11.12½	11.05	11.12½
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.05	11.05	11.02½	11.05
May.....	11.20	11.25	11.20	11.25

THURSDAY, DECEMBER 4, 1913.

PORK—(Per bbl.)—				
January.....	21.05	21.10	20.95	20.97½
May.....	21.12½	21.12½	20.92½	20.97½

LARD—(Per 100 lbs.)—				
January.....	10.82½	10.82½	10.77½	10.80
May.....	11.07½	11.10	11.07½	11.07½

RIBS—(Boxed, 25c. more than loose)—				
January.....	11.00	11.00	10.95	10.95
May.....	11.25	11.25	11.17½	11.20

FRIDAY, DECEMBER 5, 1913.

PORK—(Per bbl.)—				
January.....	21.07½	21.07½	20.95	21.07½
May.....	21.12½	21.12½	21.00	21.12½

LARD—(Per 100 lbs.)—				
January.....	10.82½	10.85	10.80	10.82½
May.....	11.12½	11.15	11.10	11.12½

RIBS—(Boxed, 25c. more than loose)—				
January.....	11.00	11.02½	10.97½	11.02½
May.....	11.25	11.25	11.20	11.25

†Bld. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

Native Rib Roast.....	20	@ 25
Native Sirloin Steaks.....	22	@ 25
Native Porterhouse Steaks.....	25	@ 32
Native Pot Roasts.....	15	@ 18
Rib Roasts from light cattle.....	13	@ 17
Beef Stew.....	12	@ 14
Boneless Corned Briskets, Native.....	16	@ 16
Corned Rumps, Native.....	16	@ 16
Corned Ribs.....	12	@ 12½
Corned Flanks.....	10	@ 10
Round Steaks.....	18	@ 23
Round Roasts.....	15	@ 18
Shoulder Steaks.....	17	@ 17
Shoulder Roasts.....	15	@ 16
Shoulder Neck End, Trimmed.....	12½	@ 12½
Rollad Roast.....	16	@ 18

## Lamb.

Hind Quarters, fancy.....	16	@ 20
Fore Quarters, fancy.....	12½	@ 15
Legs, fancy.....	20	@ 22
Stew.....	12½	@ 12½
Chops, shoulder, per lb.....	16	@ 16
Chops, rib and loin, per lb.....	30	@ 30
Chops, French, each.....	15	@ 15

## Mutton.

Legs.....	12½	@ 14
Stew.....	8	@ 10
Shoulders.....	12	@ 12
Hind Quarters.....	12	@ 12
Fore Quarters.....	10	@ 10
Rib and Loin Chops.....	18	@ 20
Shoulder Chops.....	12½	@ 14

## Pork.

Pork Loin.....	16	@ 18
Pork Chops.....	18	@ 20
Pork Shoulders.....	15	@ 15
Pork Tenderloins.....	35	@ 35
Pork Butts.....	18	@ 18
Spare Ribs.....	12½	@ 12½
Hocks.....	11	@ 11
Pigs' Heads.....	8	@ 8
Leaf Lard.....	13	@ 13

## Veal.

Hind Quarters.....	20	@ 22
Fore Quarters.....	14	@ 16
Legs.....	20	@ 22
Breasts.....	14	@ 16
Shoulders.....	16	@ 18
Cutlets.....	30	@ 30
Rib and Loin Chops.....	25	@ 25

## Butchers' Offal.

Suet.....	7	@ 7
Tallow.....	4½	@ 4½
Bones, per cwt.....	12½	@ 12½
Calfskins, 8 to 15 lbs.....	10½	@ 10½
Calfskins, under 8 lbs. (deacons).....	65	@ 65
Klips.....	16	@ 16

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# TANKAGE PRESSES AND DRYERS

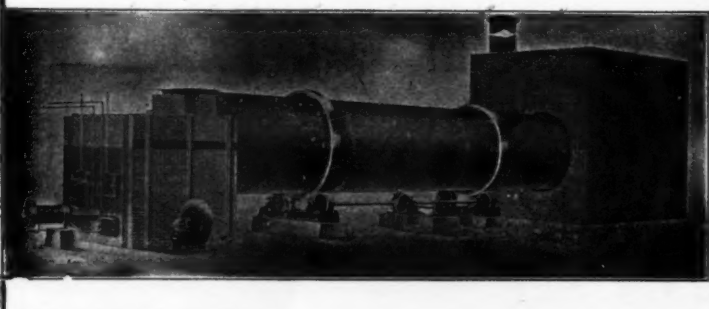
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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	13 1/4	@ 13 1/4
Good native steers	12 1/4	@ 13 1/4
Native steers, medium	12 1/4	@ 13 1/4
Heifers, good	13 1/4	@ 13 1/4
Cows	10	@ 12
Hind Quarters, choice		@ 16
Fore Quarters, choice		@ 11 1/4

## Beef Cuts.

Cow Chunks	8 1/2	@ 9 1/4
Steer Chunks	10 1/2	@ 11
Boneless Chunks		@ 12
Medium Plates		@ 8 1/2
Steer Plates		@ 9
Cow Rounds	10	@ 11
Steer Rounds	12	@ 13
Cow Loins	11	@ 14
Steer Loins, Heavy		@ 17
Beef Tenderloins, No. 1		@ 25
Beef Tenderloins, No. 2		@ 29
Strip Loins		@ 12 1/2
Shin Butts		@ 13
Shoulder Clods		@ 15 1/2
Rolls		@ 15 1/2
Rump Butts	12	@ 14 1/2
Trimblings		@ 10
Shank		@ 7
Cow Ribs, Common, Light	9 1/2	@ 10
Cow Ribs, Heavy		@ 13 1/2
Steer Ribs, Light		@ 14 1/2
Steer Ribs, Heavy		@ 15 1/2
Loin Ends, steer, native		@ 16
Loin Ends, cow		@ 14
Hanging Tenderloins		@ 12
Flank Steak		@ 15
Hind Shanks		@ 6

## Beef Offal.

Brains, per lb.	8	@ 8 1/4
Hearts		@ 9 1/4
Tongues		@ 17 1/2
Sweetbreads	25	@ 28
Ox Tail, per lb.		@ 9
Fresh Tripe, plain		@ 6
Fresh Tripe, H. C.		@ 7 1/2
Brains	8 1/2	@ 9
Kidneys, each	7 1/2	@ 8

## Veal.

Heavy Carcass, Veal	10 1/4	@ 11
Light Carcass	15 1/2	@ 16
Good Carcass		@ 17
Good Saddle		@ 17 1/2
Medium Rack		@ 14
Good Rack		@ 15

## Veal Offal.

Brains, each	8	@ 8 1/4
Sweetbreads		@ 75
Plucks		@ 75
Heads, each	25	@ 30

## Lambs.

Good Caul		@ 12
Round Dressed Lambs		@ 13 1/4
Saddles, Caul		@ 14
R. D. Lamb Racks		@ 10 1/2
Caul Lamb Racks		@ 10
R. D. Lamb Saddles		@ 16 1/2
Lamb Fries, per lb.		@ 18
Lamb Tongues, each		@ 4
Lamb Kidneys, each		@ 1 1/4

## Mutton.

Medium Sheep		@ 8
Good Sheep		@ 8 1/2
Medium Saddle		@ 9
Good Saddle		@ 9 1/2
Good Rack		@ 7 1/2
Medium Rack		@ 7
Mutton Legs		@ 11
Mutton Loins		@ 7
Mutton Stew		@ 7
Sheep Tongues, each		@ 2 1/2
Sheep Heads, each		@ 10

## Fresh Pork, Etc.

Dressed Hogs	12	@ 12 1/2
Pork Loins		@ 14
Leaf Lard		@ 11
Tenderloins		@ 25
Spare Ribs		@ 10 1/2
Butts		@ 8
Hocks		@ 10
Trimblings		@ 10
Extra Lean Trimblings		@ 13 1/2
Tails		@ 8
Snouts		@ 7
Pigs' Feet		@ 4 1/2
Pigs' Heads		@ 6 1/2
Blade Bones		@ 9
Blade Meat		@ 10
Cheek Meat		@ 9
Hog Livers, per lb.	4 1/2	@ 5
Neck Bones		@ 4
Skinned Shoulders		@ 11 1/2
Pork Hearts		@ 9
Pork Kidneys, per lb.		@ 8 1/2
Pork Tongues	10	@ 13
Slop Bones		@ 6
Tail Bones		@ 6
Brains		@ 14
Backfat		@ 10 1/2
Hams		@ 14 1/2
Calas		@ 13
Bellics		@ 15 1/2
Shoulders		@ 11 1/2

## SAUSAGE.

Columbia Cloth Bologna		@ 12
Bologna, large, long, round, in casings		@ 11 1/2

Choice Bologna		@ 15 1/4
Frankfurters		@ 13 1/2
Blood, Liver and Headcheese		@ 11 1/2
Tongue		@ 14
Minced Sausage		@ 14
Luncheon Sausage, cloth paraffine		@ 18 1/2
New England Sausage		@ 18 1/2
Compressed Luncheon Sausage		@ 18 1/2
Special Compressed Ham		@ 18 1/2
Berliner Sausage		@ 16 1/2
Boneless Butts in casings		@ 26
Oxford Butts in casings		@ 19 1/2
Polish Sausage		@ 13 1/2
Garlic Sausage		@ 13 1/2
Country Smoked Sausage		@ 16 1/2
Farm Sausage		@ 17
Pork Sausage, bulk or link		@ 13 1/2
Pork Sausage, short link		@ 14
Boneless Pigs' Feet		@ 10 1/2
Luncheon Roll		@ 18
Deli-catessen Loaf		@ 18 1/2
Jellied Roll		@ 18 1/2

## Summer Sausage.

Best Summer, H. C. (new)	—	@
German Salami (new)		@ 24
Italian Salami		@ 28 1/2
Holsteiner		@ 20
Mettwurst, New	—	@
Farmer		@ 22

## Sausage in Oil.

Smoked Sausage, 1-30		@ 6.50
Smoked Sausage, 2-20		@ 6.00
Bologna, 1-50		@ 6.00
Bologna, 2-20		@ 5.50
Frankfurt, 1-50		@ 6.50
Frankfurt, 2-20		@ 6.00

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels		@ 11.50
Pickled Plain Tripe, in 200-lb. barrels		@ 9.00
Pickled H. C. Tripe, in 200-lb. barrels		@ 10.50
Pickled Ox Lips, in 200-lb. barrels		@ 15.50
Pickled Pigs' Snouts, in 200-lb. barrels		@ 34.50
Lamb Tongues, Short Cut, barrels		@ 34.50

## CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	Per doz.	\$2.45
2 lbs., 1 or 2 doz. to case		4.65
6 lbs., 1 doz. to case		17.85
14 lbs., 1/2 doz. to case		38.80

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	Per doz.	\$3.50
4-oz. jars, 1 doz. in box		6.75
8-oz. jars, 1/2 doz. in box		12.00
16-oz. jars, 1/2 doz. in box		23.50
2, 5 and 10-lb. tins		\$1.50 per lb.

## BARBELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	—	@
Plate Beef		@ 17.00
Prime Mess Beef	—	@
Extra Mess Beef	—	@
Beef Hams (220 lbs. to bbl.)	—	@
Rump Butts		@ 22.00
Mess Pork, old		@ 23.00
Clear Fat Butts		@ 21.25
Family Back Pork		@ 25.00
Bean Pork		@ 19.00

## LARD.

Pure leaf, kettle rendered, per lb., tes.	@ 13
Pure lard	@ 12
Lard substitutes, tes.	@ 9 1/2
Lard, compound	@ 9 1/4
Cooking oil, per gal., in barrels	@ 12
Cooks' and bakers' shortening, tubs	@ 12
Barrels, 1/4 c. over tierces; half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces.	

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	15 1/2	@ 19 1/2
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## DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)	
Clear Bellies, 14@16 avg.	@ 13 1/4
Clear Bellies, 18@20 avg.	@ 13 1/4
Rib Bellies, 18@20 avg.	@ 13
Fat Backs, 12@14 avg.	@ 10 1/4
Regular Plates	@ 10 1/4
Clear Plates	@ 9 1/2
Butts	@ 9 1/2
Bacon meats, 1/4 c. to 1 c. more.	

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@ 17
Hams, 10 lbs., avg.	@ 16 1/2
Skinned Hams	@ 16 1/2
Calas, 4@6 lbs., avg.	@ 12 1/2
Calas, 6@12 lbs., avg.	@ 12 1/2
New York Shoulders, 8@12 lbs., avg.	@ 14
Breakfast Bacon, fancy	@ 24 1/2
Wide, 10@12 avg., and strip, 5@6 avg.	@ 17 1/2
Wide, 6@8 avg., and strip, 3@4 avg.	@ 18 1/2
Rib Bacon, wide, 8@12, strip, 4@6 avg.	@ 14
Dried Beef Sets	@ 29 1/2
Dried Beef Insides	@ 32
Dried Beef Knuckles	@ 31
Dried Beef Outsides	@ 30
Regular Boiled Hams	@ 23
Smoked Boiled Hams	@ 23 1/2
Bolled Calas	@ 17 1/2
Cooked Loin Rolls	@ 29
Cooked Rolled Shoulders	@ 18 1/2

## SAUSAGE CASINGS.

## F. O. B. CHICAGO.

Rounds, per set	@ 18
Export Rounds	@ 24
Middles, per set	@ 71
Beef bungs, per piece	@ 19
Beef weasands	@ 6 1/2
Beef bladders, medium	@ 45
Beef bladders, small, per doz.	@ 75
Hog casings, free of salt	@ 70
Hog middles, per set	@ 11
Hog bungs, export	@ 18 1/2
Hog bungs, large, mediums	@ 16
Hog bungs, prime	@ 7
Hog bungs, narrow	@ 4
Imported wide sheep casings	@ 90
Imported medium wide sheep casings	@ 70
Imported medium sheep casings	@ 80
Hog stomachs, per piece	@ 4

## FERTILIZERS.

Dried blood, per unit	3.20 @ 3.25
Hoof meal, per unit	3.05 @ 3.10
Concentrated tankage	2.90 @ 3.00
Ground tankage, 12%	@ 3.07 and 10c.
Ground tankage, 11%	@ 3.07 and 10c.
Ground tankage, 8 and 25%	@ 2.90 and 10c.
Crushed tankage, 9 and 20%	@ 2.75 and 10c.
Ground tankage, 6 1/2 and 30%	21.00 @ 21.50
Ground rawbone, per ton	26.00 @ 28.00
Ground steam bone, per ton	21.00 @ 21.50
Unground tankage, per ton less than ground	@ 50c.

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65@70 lbs., aver.	250.00 @ 275.00
Horns, black, per ton	27.00 @ 28.00
Horns, striped, per ton	36.00 @ 42.00
Horns, white, per ton	70.00 @ 75.00
Flat shin bones, 40 lbs. av., per ton	70.00 @ 75.00
Round shin bones, 38-40 lbs. av., per ton	75.00 @ 80.00
Round shin bones, 50-52 lbs. av., per ton	80.00 @ 90.00
Long thigh bones, 90-95 lbs. av., per ton	85.00 @ 95.00
Skulls, jaws and knuckles, per ton	30.00 @ 35.00

## LARD.

Prime steam, cash	@ 10.70
Prime steam, loose	@ 10.30
Leaf	@ 10 1/4
Compound	9 @ 9 1/4
Neutral lard	11 1/2 @ 12

## STEARINES.

Prime oleo	10 1/2 @ 11
Oleo, No. 2	9 1/2 @ 10
Mutton	@ 10 1/2
Tallow	8 1/4 @ 8 1/2
Grease, yellow	6 1/4 @ 6 1/2
Grease, A white	6 1/4 @ 7 1/2

## OILS.

Lard oil, extra, winter strained, tierces	71 @ 73
Extra lard oil	66 @ 68
No. 1 Country	60 @ 62
Extra No. 1 lard oil	58 @ 55
No. 1 lard oil	53 @ 54
No. 2 lard oil	52 @ 54
Oleo oil, extra	10 1/4 @ 10 1/2
Oleo oil, No. 2	9 1/2 @ 9 1/4
Oleo stock	9 @ 10 1/4
Neatsfoot oil, pure, bbls.	63 @ 72
Acidless tallow oils, bbls.	62 @ 64.50
Corn oil, loose	6 @ 5.95
Horse oil	6 1/2 @ 6 1/2

## TALLOW.

Edible	7 1/2 @ 8
Prime city	7 1/2 @ 7 1/2
No. 1 Country	6 1/2 @ 6 1/2
Packers' Prime	6 1/2 @ 7 1/2
Packers' No. 1	6 1/2 @ 7
Packers' No. 2	5 1/2 @ 5 1/2
Renderers' No. 1	6 1/2 @ 6 1/2

## GREASES.

White, choice	7 @ 7 1/4
White, "A"	6 1/2 @ 7
White, "B"	6 1/4 @ 6 1/2
Bone	6 1/4 @ 6 1/2
Crackling	6 1/4 @ 6 1/2
House	5 1/2 @ 6
Yellow	6 @ 6 1/4
Brown	4 1/2 @ 5 1/4
Glue stock	5 1/2 @ 5 1/2
Garbage grease	4 1/4 @ 4 1/2
Glycerine, C. P.	20 1/2 @ 21
Glycerine, dynamite	19 1/2 @ 20
Glycerine, crude soap	13 1/2 @ 14
Glycerine, candle	15 1/2 @ 15 1/2

## COTTONSEED OILS.

P. S. Y., loose	50 1/2 @ 51 1/2
P. S. Y., soap grade	47 @ 47 1/2
Soap stock, bbls., concn., 62@65% f. a.	2 1/2 @ 2 1/2
Soap stock, loose, reg., 50% f. a.	1.35 @ 1.40

## COOPERAGE.

Ash pork barrels	80 @ 82
Oak pork barrels	90 @ 92
Lard tierces	1.15 @ 1.22 1/2

## CURING MATERIALS.

Refined saltpetre	5 1/4 @ 6 1/4
Boracic acid, crystal to powdered	7 @ 7 1/2
Borax	4 @ 4 1/2
Sugar—	
White, clarified	@ 4 1/2
Plantation, granulated	@ 4 1/2
Yellow, clarified	@ 4
Salt—	
Ashton, in bags, 224 lbs.	\$2.25
English packing, in bags, 224 lbs.	1.45
Michigan, granulated, car lots, per ton	3.25
Michigan, medium, car lots, per ton	3.75
Casing salt, bbls., 280 lbs., 2x@3x	1.40



# LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from the National Livestock Commission Co.)

Union Stock Yards, Chicago, Dec. 3.

The run of 22,991 cattle on Monday was considerably less than general expectancy, but was nevertheless more than sufficient for trade requirements. The market ruled very slow and draggy, with most sales showing 10 @15c. decline on everything but the choice handy weights and choice yearlings. Tuesday's run of 7,211 cattle was rather liberal, and the market ruled dull and lower on everything but the low-priced grades, which sold about steady with Monday's general level of values. Quite a few heavy beefs were either neglected entirely or had to sell a dime lower than Monday. Wednesday's run of 14,000 cattle was 5,000 or 6,000 less than the advanced car report indicated, with the result of curtailing the supply to such an extent as to bring about a 10@15c. upturn in the market, thus recovering practically all of the decline that took place on Monday, unless it might be on the heavy beefs, which are still "under the ban."

Butcher stuff has been in rather scant supply, in view of which there was nothing to it but a higher market, values showing anywhere from 15@25c. improvement over a week ago on everything selling above canners and cutters; and that class of "she" stuff really shows but slight fluctuations. Yearling heifers are meeting with an exceptionally good demand, and this condition of affairs will likely continue for another week or 10 days. Butcher stuff is selling high—in fact, very high compared with steer cattle.

Hog receipts this morning (Wednesday) estimated around 46,000, with about 6,500 left over from yesterday's trade, and the market opening very slow, with prices ruling largely 10c. lower, good heavy and choice shipping grades selling largely in a range of \$7.65@7.75, top \$7.80, while the light mixed and light-weight grades are selling in a range of \$7.50@7.60 with the under-weight light mixed kinds, running down to strong-weight shipping pigs, in a range of \$7.35@7.50; light-weight pigs, \$6.25@6.50, with the strong-weight shipping pigs \$6.75@7. Our market has suffered a decline of 15@25c. from the "high point" earlier in the week, but we must not lose sight of the fact that this is the season of year for good liberal receipts of hogs, which, combined with the Stock Show attraction, brought out a little heavier receipts than otherwise would have been marketed. We are inclined to think that hogs around present values are well worth the money, and feel friendly towards the future market, as we look to see prices work to a higher level a little later on, and believe these good healthy light-weight hogs will be money-makers for feeders to keep back and feed at the present prices of corn.

The sheep and lamb market has been about all the selling side could desire in this department since the opening of the week. Prices have advanced daily, and the market, in a general way, has carried sort of a booming tone since Monday morning. During the slump that took place here two weeks ago, when the market broke \$1 per cwt. in three days and forced salesmen to carry 15,000 or more over Sunday. The following week opened with 50,000 head of fresh receipts, including numerous shipments from feeders who live within 50 miles of Chicago. Much of this stuff could have been kept off the market until the trade recovered some of the loss of the week before had feeders been guarding their own interests as they should. We quote: Good to choice lambs, \$7.75@8; poor to medium, \$7@7.50; culls, \$5.50@6.50; good to choice yearlings, \$6.65@7; fat heavy yearlings, \$6@6.50; good to choice wethers, \$5@5.25; fat ewes, \$4.60@4.75; poor to medium, \$4@4.25; culls, \$3@3.50; feeding lambs, \$6.50@6.90; feeding yearlings, \$5.50@5.75; feeding wethers, \$4.50@4.75; feeding ewes, \$3.40@3.75.

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., December 3.

Receipts of cattle for the week ending today amounted to approximately 13,600 head, including 4,400 head Southern. Beef steers for the week have ranged from 25@40c. higher as compared with last week. Nothing of strictly choice quality was offered, the top price paid being \$8.85 on a load of good heavy steers. The bulk of the offerings of beef steers were of the medium to good kind. Cows sold generally 25c. higher than last week, with a top of \$7.25. This price was only paid in rare instances, the bulk of the offerings ranging from \$5.50@6.50. At the close of the week heifers stood a good 50@75c. higher than last week's close. The feature sale was a full load of steers and heifers mixed, which brought \$9, the top. The bulk of heifers sold in a range of \$7.25@8. Veal calves are 50c.@\$1 higher than last week, top on this kind being \$11.50 as compared with \$11 of last week. On the quarantine side Texas-fed steers featured by topping the market at \$7.15, weighing around 1,150 lbs. This kind is 10@15c. higher. Canners and cutters also sold on this basis.

Hog receipts amounted to approximately 52,900 head. Hog prices have fluctuated considerably during the week. The market opened at the first of the week with the top at \$7.82½. The high time was made on Monday, when \$7.95 was paid. Since Monday values have declined, the top today being \$7.75, and the bulk being \$7.40@7.70. Heavy hogs are in best demand, the shipping trade being particularly keen about this kind.

Receipts of sheep for the week approximate 11,100. As compared with the close of last week, lamb values have shown an increase of about 15c. The top on lambs was made today when \$7.90 was paid. This price is the highest that has been paid in a good many weeks past. Mutton sheep also show about a 15c. advance, with a top for the week made today at \$4.75. The sheep market this week has been particularly active, and clearances generally were effected early each day.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, December 2.

Receipts today are 11,000 head, a normal Tuesday run for the season, but the market is extremely uneven. Beef steers are steady to 15c. lower, light weight cattle selling best, top loads of yearlings, \$8.50; odd head, \$8.75. Complaint is made that killers buy medium-fleshed, middle-weight steers better than they do heavy finished ones. Cows and butcher grades sold 10@15c. higher yesterday, and they are strong at 25c. higher today; good cows, \$6.25@7.25. Butcher grades of cattle have been selling relatively high each winter for a number of years, but the sudden increase in value this week is bewildering, and much further gain appears impossible, in view of the declining beef steer market. Veal calves are 25c. higher this week, following the subsidence of the poultry appetite, appeased last week.

Owners of big cattle who have been figuring on getting 10c. for them are having difficulty in placing the blame for the failure of the market to make good. Imports of beef and live animals are inconsequential in affecting the market, even if the grade of meat and cattle being imported came in competition with good to choice cattle, which are now suffering most, which is not true. Old dealers assert that never in forty years when there was a short corn crop has there been a good fat cattle market in November and December. A few range cattle are still dropping in, and some meal fed quarantine cattle, the latter selling at

\$6.65@7.35 this week, weights 950 to 1,050 pounds.

A 10-cent decline in hogs today followed a 5-cent rise yesterday; receipts today, 18,000. Top is \$7.72½; bulk of sales, \$7.25 @7.55. The discrepancy between top and upper edge of bulk of sales is explained by activity of shippers, who paid the premium, and passivity of packers, who refused to budge past a certain line. Weights averaged 178 lbs. last week, and the same for the month of November, as compared with 206 lbs. in November, 1912.

Sheep and lambs are lower this week, but still sell pretty well. Receipts are moderate, 10,000 today; range on lambs, \$7@7.75; yearlings, \$5.25@6.25; wethers up to \$5.50; ewes, \$4.60. Top lambs in Chicago today, \$7.65, 10c. under top here. The Monte Vista district in Colorado has 300,000 lambs on feed, twice a normal number, and some of them are about ready to market, owners having made preparations to start them as soon as tops reach \$8, or some time this month, anyway.

## OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., December 2.

Even the meager cattle receipts of the past week failed to stimulate the market, and the trend of values did not show much increase. What little advance there was has been largely lost again, and there is a very weak undertone to the trade. Unseasonably mild weather and excessive beef supplies in the East have had a very depressing influence on the general trade. Few really finished corn-fed cattle are coming, and while fancy yearlings are quoted up to \$9.25 or better, there are few heavy cattle good enough to bring over \$8.50, and the bulk of the fair to good 1,050 to 1,350-pound beefs sell around \$7.75@8.25. Bulk of the offerings just at present are on the warmed-up and short-fed order, and selling in direct competition with the Western rangers they go all the way from \$6.50@7.50 and on down. Cows and heifers have also suffered more or less of a decline of late, and sell at a range of \$4.25@7.25 for poor to prime stock. Bulk of the fair to good butcher and beef stock

(Continued on page 42.)

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending November 29, 1913:

### CATTLE.

Chicago	22,802
Kansas City	18,470
Omaha	3,543
Cudahy	137
Sioux City	1,628
New York and Jersey City	9,439
Philadelphia	2,355
Pittsburgh	1,119
Denver	818
Oklahoma City	3,064
Cincinnati	2,780
North Portland	700

### HOGS.

Chicago	102,275
Kansas City	44,430
Omaha	47,883
Cudahy	18,474
Sioux City	17,318
Ottumwa	16,400
Cedar Rapids	15,706
New York and Jersey City	32,862
Philadelphia	5,789
Pittsburgh	7,981
Denver	3,599
Oklahoma City	6,001
Cincinnati	9,125
North Portland	4,784

### SHEEP.

Chicago	100,545
Kansas City	19,593
Omaha	23,758
Cudahy	173
Sioux City	10,480
New York and Jersey City	50,340
Philadelphia	9,445
Pittsburgh	3,813
Denver	2,836
Oklahoma City	97
North Portland	5,683

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, December 5.—Market steady; Western steam, \$11.05; Middle West, \$10.85 @10.95; city steam, 10½@10¾c.; refined Continent, \$11.65; South American, \$12.30; Brazil, kegs, \$11.30; compound, 8½@8¾c.

### Marseilles Oils.

Marseilles, December 5.—Sesame oil, fabrique, — fr.; edible, — fr.; copra oil, fabrique, 118 fr.; edible, 132 fr.; peanut oil, fabrique, 86 fr.; edible, 99 fr.

### Liverpool Produce Market.

Liverpool, December 5.—(By Cable.)—Beef, extra India mess, 122s. 9d.; pork, prime mess, 108s. 9d.; shoulders, square, 62s. 6d.; New York, 61s. 6d.; picnic, 52s.; hams, long, 63s. 6d.; American cut, 65s. 6d. Bacon, Cumberland cut, 65s.; long clear, 76s.; short backs, 71s. 6d.; bellies, clear, 72s. Lard, spot prime, 55s. 9d. American refined in pails, 57s.; 28-lb. blocks, 55s. 6d. Lard (Hamburg), 54¼ marks. Tallow, prime city, 32s. 6d.; choice, 36s. Turpentine, 32s. 6d. Rosin, common, 10s. 1½d. Cheese, Canadian finest white, new, 65s. Tallow, Australian (at London), 32s. 9d. @35s.

## FRIDAY'S CLOSINGS.

### Provisions.

The market was firmer with offerings lighter on a better tone to the hog market and light contract offerings.

### Stearine.

The market continues very quiet with the tone heavy at 10½c. for oleo.

### Tallow.

The market this week has been very quiet with prices quoted at 6¼c. for city and 7¼c. for specials.

### Cottonseed Oil.

The market was quiet but a little firmer, with less pressure against crude oil.

Market closed steady, 1 to 6 points advance. Sales, 9,800 bbls. Spot oil, \$7.04 @ 7.12. Crude, Southeast, \$5.74 @ 5.80. Closing quotations on futures: December, \$7.04 @ 7.05; January, \$7.07 @ 7.08; February, \$7.10 @ 7.11; March, \$7.15 @ 7.17; April, \$7.18 @ 7.22; May, \$7.26 @ 7.28; June, \$7.30 @ 7.35; July, \$7.36 @ 7.37; good off oil, \$6.75 @ 6.93; off oil, \$6.50 @ 6.70; red off oil, \$6.25 @ 6.50; winter oil, \$7.50 @ 8; summer white, \$7.15 @ 7.75.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, December 5.—Hog market strong and 5@10c. higher. Bulk of prices, \$7.50 @ 7.70; light, \$7.05 @ 7.65; mixed, \$7.40 @ 7.80; heavy, \$7.40 @ 7.85; rough heavy, \$7.40 @ 7.55; Yorkers, \$7.50 @ 7.85; pigs, \$4.75 @ 6.90; cattle slow and steady; beefs, \$6.60 @ 9.70; cows and heifers, \$3.30 @ 8.15; Texas steers, \$6.65 @ 7.70; stockers and feeders, \$4.80 @ 7.60; Western, \$5.90 @ 7.75. Sheep market steady; native, \$4.15 @ 5.50; Western, \$4.15 @ 5.50; yearlings, \$5.30 @ 7; lambs, \$6.50 @ 7.90; Western, \$6.50 @ 7.95.

Sioux City, December 5.—Hogs slow, at \$7 @ 7.50.

St. Louis, December 5.—Hogs higher, at \$7.45 @ 7.80.

Buffalo, December 5.—Hogs lower, 16,000 on sale at \$7.70 @ 7.85.

Kansas City, December 5.—Hogs higher, at \$6.95 @ 7.67½.

South Omaha, December 5.—Hogs strong, at \$6.90 @ 7.65.

St. Joseph, December 5.—Hogs strong, at \$7.45 @ 7.70.

Louisville, December 5.—Hogs steady, at \$7 @ 7.50.

Indianapolis, December 5.—Hogs higher, at \$7.40 @ 7.85.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, November 29, 1913, are reported as follows:

Chicago.			
	Cattle.*	Hogs.	Sheep.*
S. & S. Co.	2,130	12,160	4,810
Armour & Co.	2,862	21,000	12,043
Swift & Co.	2,448	12,400	12,023
Morris & Co.	1,817	8,700	6,549
G. H. Hammond Co.	814	6,500	...
Libby, McNeill & Libby...	437	...	...

Anglo-American Provision Co., 4,300 hogs; Boyd, Lunham & Co., 6,300 hogs; Western Packing & Provision Co., 9,500 hogs; Roberts & Oake, 4,000 hogs; Miller & Hart, 3,400 hogs; Independent Packing Co., 5,100 hogs; Brennan Packing Co., 4,000 hogs; others, 1,400 hogs.

Total to packers for week: Cattle, 22,284; hogs, 104,716; sheep, 100,369.

\*Details incomplete.

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	3,894	14,492	2,912
Fowler Packing Co.	641	...	1,591
S. & S. Co.	2,788	8,852	3,441
Swift & Co.	4,123	7,443	4,103
Cudahy Packing Co.	3,610	8,280	4,944
Morris & Co.	3,197	4,765	2,553
Butchers	117	598	19

B. Ballin, 21 cattle; Blount, 741 hogs; Dold Packing Co., 1,161 hogs; Independent Packing Co., 455 cattle; S. Kraus, 107 cattle; John Morrell & Co., 315 cattle; I. Myers, 97 cattle; M. Rice, 1,371 hogs; Schwartz, Bolen & Co., 510 hogs; Wolf Packing Co., 49 cattle.

Omaha.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	804	4,942	3,082
Swift & Co.	1,263	8,020	4,890
Cudahy Packing Co.	1,773	12,352	8,140
Armour & Co.	957	10,239	8,969
Swartz & Co.	...	...	...
J. W. Murphy	...	2,790	...

Lincoln Packing Co., 36 cattle; South Omaha Packing Co., 6 cattle; John Morrell & Co., 3 cattle.

St. Louis.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	2,434	5,192	2,044
Swift & Co.	2,398	5,936	2,636
Armour & Co.	2,236	6,642	3,017
St. Louis D. B. Co.	411	...	...
Independent Packing Co.	274	...	...
East Side Packing Co.	149	2,354	...
Bela Packing Co.	3	1,034	...
Hell Packing Co.	...	1,332	...
Krey Packing Co.	...	554	...
Carondelet Packing Co.	...	877	...
Lucer Bros. Packing Co.	...	142	...

St. Joseph.			
	Cattle.	Hogs.	Sheep.
Swift & Co.	1,800	16,268	4,150
G. H. Hammond Co.	975	11,310	1,996
Morris & Co.	850	10,124	1,228

## RECEIPTS AT CENTERS

SATURDAY, NOVEMBER 29, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	1,500	15,000	6,000
Kansas City	1,000	6,000	100
Omaha	230	3,000	200
St. Louis	100	4,000	300
St. Joseph	100	2,000	600
Sioux City	100	2,000	100
St. Paul	200	2,000	100
Oklahoma City	200	600	300
Fort Worth	900	900	...
Louisville	...	300	...
Detroit	...	7,000	...
Indianapolis	400	2,000	1,000
Pittsburgh	...	2,343	...
Cincinnati	...	4,800	3,800
Buffalo	40	2,000	400
Cleveland	...	1,314	887
New York	657	...	...

MONDAY, DECEMBER 1, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	23,000	40,000	4,700
Kansas City	13,000	7,000	9,000
Omaha	6,000	5,000	12,000
St. Louis	6,000	8,000	2,000
St. Joseph	12,000	5,000	800
Sioux City	2,000	3,000	2,200
St. Paul	2,900	7,100	2,900
Oklahoma City	1,200	400	...
Fort Worth	2,100	2,500	...
Milwaukee	...	881	...
Toledo	...	2,000	...

Louisville	1,300	2,990	100
Wichita	...	352	...
Indianapolis	650	6,000	...
Pittsburgh	2,280	11,000	7,500
Cincinnati	...	7,400	...
Buffalo	3,800	22,000	15,000
Cleveland	263	6,000	3,000
New York	4,839	9,791	10,484

TUESDAY, DECEMBER 2, 1913.

Chicago	7,000	32,000	16,000
Kansas City	11,000	17,000	10,000
Omaha	4,500	11,000	16,500
St. Louis	3,800	14,000	3,500
St. Joseph	2,000	9,000	7,000
Sioux City	1,000	5,000	1,000
St. Paul	1,750	10,000	...
Oklahoma City	1,400	2,500	...
Fort Worth	2,500	800	200
Milwaukee	400	5,305	500
Denver	800	1,800	2,100
Louisville	...	585	...
Detroit	...	200	...
Cudahy	...	7,000	...
Indianapolis	1,450	18,000	...
Cincinnati	330	3,158	445
Buffalo	150	5,600	2,000
Cleveland	40	2,000	400
Boston	3,020	28,117	11,601
New York	1,024	8,322	2,669

WEDNESDAY, DECEMBER 3, 1913.

Chicago	14,000	45,000	22,000
Kansas City	5,500	13,000	8,000
Omaha	3,700	8,000	16,000
St. Louis	2,800	12,500	3,500
St. Joseph	1,700	10,000	2,000
Sioux City	1,500	3,000	2,000
St. Paul	1,500	9,000	10,000
Fort Worth	3,500	...	...
Milwaukee	...	7,731	...
Toledo	...	5,000	...
Louisville	250	1,703	150
Detroit	...	3,000	...
Wichita	...	1,630	...
Indianapolis	1,300	22,000	...
Pittsburgh	...	4,500	1,000
Cincinnati	869	6,721	873
Buffalo	350	1,600	...
Cleveland	100	2,000	2,400
New York	2,162	8,730	7,064

THURSDAY, DECEMBER 4, 1913.

Chicago	6,000	40,000	23,000
Kansas City	3,000	10,000	7,000
Omaha	...	7,000	...
St. Louis	3,500	11,500	1,200
St. Joseph	...	17,000	...
Sioux City	...	3,000	...
St. Paul	...	5,000	...
Milwaukee	...	15,141	...
Louisville	...	7,000	...
Detroit	...	2,000	...
Cudahy	...	3,608	...
Wichita	...	4,440	370
Indianapolis	676	5,600	0,400
Cincinnati	350	4,000	...
Buffalo	1,535	2,750	4,261
Cleveland	...	...	...
New York	...	...	...

FRIDAY, DECEMBER 5, 1913.

Chicago	3,000	26,000	14,000
Kansas City	1,500	5,500	4,000
Omaha	1,000	5,500	10,000
St. Louis	1,000	8,000	1,000
St. Joseph	250	6,000	500
Sioux City	300	2,000	1,200
Fort Worth	1,700	600	300
St. Paul	900	7,400	200
Oklahoma	300	1,300	...

## NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO DECEMBER 1, 1913.

	Bees.	Calves.	Sheep and lambs.	Hogs.
New York	1,886	1,834	4,242	4,750
Jersey City	3,034	1,776	13,475	23,189
Central Union	2,502	401	8,707	243
Lehigh Valley	2,017	325	3,916	...
Scattering	...	136	...	4,650
Totals	9,439	4,472	30,340	32,882
Totals last week	12,673	5,271	44,049	41,300

## JOHNS-MANVILLE IN CANADA.

The Toronto branch of the Canadian H. W. Johns-Manville Co., Ltd., announces its removal to more spacious quarters at No. 19 East Front street. This new store and warehouse has a floor area of approximately 35,000 square feet and is situated in the heart of the wholesale district. In their new quarters this firm will be able to carry a larger stock and have ample space for the display of their complete line of J-M asbestos roofings, packings, pipe coverings, building materials, electrical and railroad supplies, automobile and plumbing specialties, etc. The entire building will be lighted by their Frink and J-M incandescent system of lighting, and one room will be used for exhibiting these systems of lighting.



# Retail Section

## TALKS WITH BUTCHERS ON ACCOUNTING II—A Simple "Cash Received" System

By E. St. Elmo Lewis.\*

[EDITOR'S NOTE.—This is the second of a series of articles by Mr. Lewis on accounting and book-keeping methods, which should prove of great value to retail butchers. The trade knows how much money is lost through careless accounting. Most of it all is in small sums, little leaks which make big totals in the end. These articles will furnish ideas for sound methods of conducting this end of the business.]

Mrs. Bucklein came into my store one morning expressly to see me. She passed her favorite clerk with a simple nod. This was so unusual for her that I looked hard to see what was the matter. Then I saw clearly something had gone wrong. She sallied right down to my desk. She had a grievance; she was sore about our service; I thought she had blood in her eye.

Now, Mrs. Bucklein was one of my good customers. Her monthly bills often ran above \$100. She was easy-going, never questioned my prices; but for one thing, she always wanted the best of everything. Quite natural, I thought, since she paid the bills. And the checks came promptly after the first of the month. So, you see, I was somewhat set back to note she was dissatisfied with us.

"Look here, Mr. Man," she began, "what do you mean by this?" She pulled from her handbag an unreceipted bill. "This account has been paid. I know I paid it a long time ago. It was paid before I went away. I don't like this at all."

"Well, Mrs. Bucklein," I said, "I am sorry if we have made a mistake. I will look into this right away if you will wait a few minutes."

### Something Wrong with the System.

You may well believe I did look into it, and quickly, too. I had visions of a loophole in my office methods, something loose in handling "Cash Received." And I had thought my bookkeeping absolutely watertight, and had prided myself on having up-to-date methods of doing everything.

When I found the ledger account showed the account unpaid, I was indeed anxious. Search as far as we might, there was nothing to show that a check or money had come to pay it.

My bookkeeper was positive that payment had not been made. She pointed out that the "Cash Account" had been in balance right along. Had such an account as this been received and not credited, the difference would have shown up, and it would have been searched out at once.

I was thoroughly convinced that we had not had payment, and that my good customer was mistaken in her belief that we had.

How to handle the delicate situation was a puzzler at first. In telling my customer that her account did not show a credit for the amount, I asked her to look up the receipt. "This is to enable us," I said, "to tell who received the check or money, and to know who is responsible for the mistake."

She replied that she had been unable to find the receipt, but thought that, in the

confusion of getting ready to go away, she had mislaid it. "If I had paid it in the usual way by bank check I could easily produce the canceled voucher, but the fact is I paid this amount with money, with currency I had drawn from the bank that day. You see, I drew more money than I needed, as I found, and as I didn't want to carry so much with me in traveling, I used some of it to pay your account."

"Do you remember, Mrs. Bucklein," I asked, "to whom you paid the money?" "That I cannot say," she replied. "As I remember it, I stayed outside in my limousine, and sent in my maid to make the payment. Although I have nothing to show for having done this, since I have taken the trouble to come in and explain the matter, I think you ought to receipt the statement which you have sent me by mistake."

This was bringing the matter to a quick decision, and for a minute I didn't know what to do. But I pulled myself together in time to say that I would like a day or two to look up our records more fully, and find, if possible, where the trouble lay.

Mrs. Bucklein didn't like this at all. She said she regarded the matter as settled, and wanted a receipt in full for the account. Not getting it she went out, in spite of my most earnest solicitations, feeling sore at the store.

Some storekeepers would have receipted the bill and stood the loss of \$65, in order to retain the good will and trade of a good customer. But, wisely or foolishly, I did not. I was convinced my methods were proof against mistakes.

But I didn't know then all I should have known.

Six months later, in cleaning out the back of the cash drawer, I found a large envelope bearing my name. There was something crispy in it. I tore it open and pulled out new clean bills, \$65, and the original bill of Mrs. Bucklein's. How it ever got there is a mystery.

On examining the envelope I discovered her name written with pencil across one corner. The handwriting seemed familiar. I studied it and found that it had been put there by a clerk who had left my employ months before.

An hour later I handed Mrs. Bucklein a receipt for her account with humble apologies. I hoped the breach might be healed. But I never got back her trade, and never will.

### Where the Trouble Lay.

This incident set me to thinking about defects in my office methods. Loss of trade and loss of profits will set almost any business man to thinking, when he discovers the loss.

That is just the trouble. The need of better methods is seldom brought home until he has had a loss of some kind. And he doesn't see the loss until after such an incident as this.

I talked the whole matter over with a friend, who was an expert at accounts. He asked me how I made original entries for cash received. I told him by turning to my cash book and making the entry then and there.

"That's all right," he said, "for a small business. But do you know that this method is followed out in your office? Do you know that your bookkeeper doesn't sometimes forget?"

I replied that I was not absolutely sure of this. Then he told me what I needed. He told me I should have a simple yet well-ordered system of receipt vouchers and summaries, such as are used by many large houses. And he showed me why. It was all so simple and easy to understand that I adopted it at once.

By requiring a receipt to be made for every item of cash received in payment of accounts, whether the original bill or statement comes back with it or not, I know the original entry is properly made. "I will draw you up a convenient form," he said, "to be made in duplicate by manifold. You will simplify the work and make it easier by having both slips put up together in pads ready for use. The duplicate should be printed in buff or yellow paper, to quickly distinguish it from the receipt on white paper, which goes to the consumer."

The receipt form I now use is 5 x 6 inches in size, and gives full particulars of settlement. It shows the date of invoice, description, the total of cash received, allowances and returns, discount and total credit. It bears a consecutive number and, of course, the customer's name and address.

Having sent or delivered the receipt the duplicate is filed in the cash drawer. This slip then becomes a credit ticket, and is handled exactly as your deposit ticket is handled by the bank. You know banks do not make cash book entries of deposits or checks. They simply post the deposit tickets and checks direct to the customer's account. They prove the correctness of this work by making summaries and comparing them with the teller's lists. This saves double work.

Now I handle the cash received slips in the same way. I sort the day's slips in order of the consecutive numbers and list them. The numbers of the slips are also listed and the items for each of the four columns added. The totals are placed at the bottom and posted direct to the controlling accounts as debits. Each slip is then posted to its proper account as a credit. This is all there is to it.

[The next article in this series, entitled "Advantages of Daily Sales Recapitulation," will appear in an early issue of The National Provisioner.]

### LOCAL AND PERSONAL.

Fred Haight has purchased property at Roosevelt, Utah, upon which he will erect a meat market.

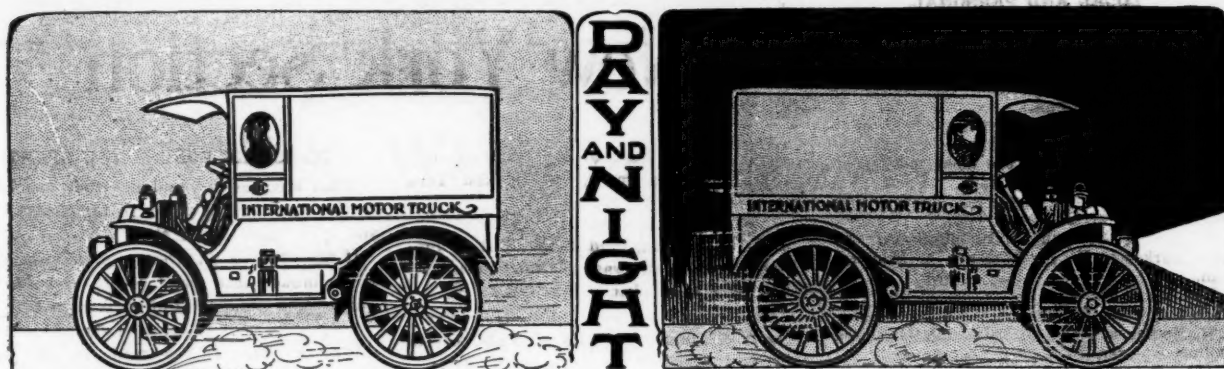
Chas. Boone has sold his meat market at Plainfield, Ia.

Chas. White has opened a meat market at Clinton, Mo.

(Continued on page 42.)

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## 100 PER CENT SERVICE

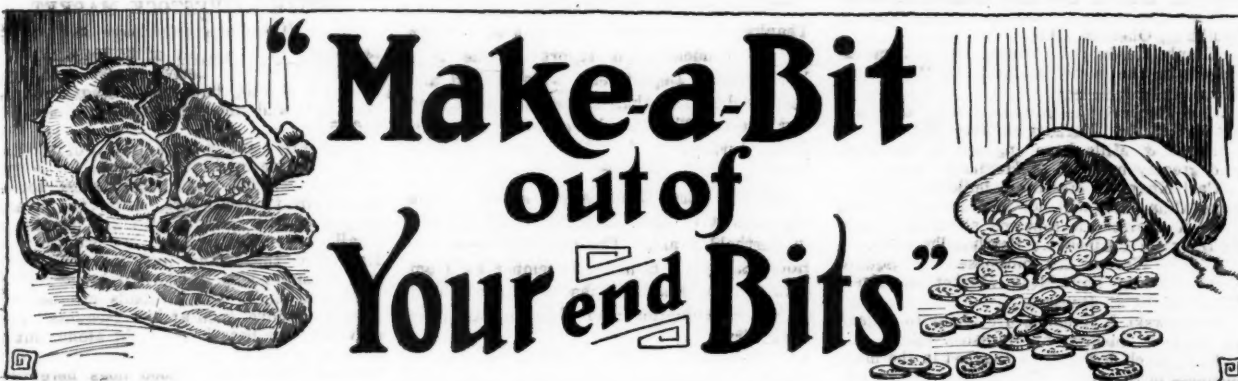
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Waste and odd ends, butts of ham, slices of sausage, bacon, etc., and end bits cost you the same as best cuts. Do away with waste and bits and get full price for everything.

## IT CAN BE DONE

And is being done every day by those who have realized the possibility and applied the remedy.

Write for our booklet "Make More Money in Your Meat Market," and see if the information contained therein will not be of some assistance to you.

Upon receipt of your name and address this interesting little work will be mailed to you by return and entirely free of charge.

**U. S. SLICING MACHINE COMPANY**

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CHICAGO, ILLINOIS

## LOCAL AND PERSONAL.

(Continued from page 40.)

G. H. Bolivar & Son have sold their meat market at Milton, Ia., to E. A. Hill.

Wm. Brennan will engage in the meat business at Winsted, Conn.

Drkula & Vohralik are erecting a new meat market at South St. Paul, Minn.

F. Cox has purchased the meat market of Wm. Dixon, at Rockville, Ind.

Chas. Thadium has purchased the West End Meat Market, at Lawrence, Kan.

Walton & Company have purchased the meat market of W. H. Ketchner, at Wichita, Kan.

Fletcher & Keeler have purchased the meat market of Chas. London, at Waterloo, Ia.

H. Becker will engage in the meat business at Port Chester, N. Y.

The Orange County Meat Market, at Orange, Cal., has been purchased by John Beck.

J. Feiser has opened his new meat market at Columbus, Pa.

C. H. King has purchased the meat market of Chas. Hager, at Carthage, Mo.

F. A. Metz has sold his meat market at Carroll, Ia., to H. C. Kirkhart.

Wm. Holmes, Jr., has opened a meat market at Cohocton, N. Y.

Jos. Hartman will engage in the meat business at East Stroudsburg, Pa.

Graff Bros. have purchased the Palace Meat Market at Mapleton, Ia.

Fred Leverman has bought back the Palace Meat Market, at Rapid City, S. D., from S. E. Ingram.

F. M. Parker has opened a new butcher shop at Northboro, Ia.

Charles Grubbs has purchased the Blair butcher shop at Abbyville, Kan.

George Strand has purchased the meat market of Ed. Shinek, at Munden, Kan.

Fred Burgeloh has added a stock of groceries to his meat business at Sharon Springs, Kan.

Chris Geiser has opened up a new butcher shop at Wellston, Okla.

S. S. Like & Co. have established themselves in the meat business in the Itoland Building, Okemah, Okla.

Frank Hanks, of Corning, Kan., has engaged in the meat business at Powhattan, Kan.

Carl Earhart has purchased the meat business of Marion Earhart at Troy, Kan.

Eaton & Mills have engaged in the meat and grocery business at Haviland, Kan.

Carl Knapp is erecting a building at Cheyenne, Okla., and will put in a stock of meats.

F. A. Kaitner is reported about to engage in the meat business at Bartlesville, Okla.

W. T. Warner has purchased the Square Deal Grocery and Meat Market at Nash, Okla., of H. L. Burgess.

Zamrowski & Krempel are about to engage in the meat business at Manistee, Mich.

F. J. Muck & Son have engaged in the meat business in the Mulvey Block, Negaunee, Mich.

F. C. Schmidt, the meat dealer, at Niles, Mich., is adding groceries.

J. Waller, recently of Glenn, has engaged in the meat business at Macota, Mich.

Harry McDowell has engaged in the meat business at Glenn, Mich.

Joe Hermesen and others have incorporated the Empire Meat & Grocery Company, at Bellingham, Wash.

G. Fischer, butcher, at Ritzville, Wash., is adding a stock of groceries.

F. K. Krenz, meat dealers, at Chetek, Wis., who recently suffered a severe fire loss, will rebuild at once.

## CONRON'S BIG POULTRY TRADE.

Poultry conditions during the Thanksgiving season were not of the best, due to the weather. But those concerns which were equipped to handle the trade had little trouble. Conron Brothers Company, for example, report that their sales for the four days of Thanksgiving week amounted to \$175,605.14, and that they took care of every one of their customers.

H. B. Collins, head of the Swift poultry and produce department, was in New York this week.

J. A. Hawkinson, head of the S. & S. provision department, was in New York this week for a brief visit.

Swift & Company's sales of fresh beef in New York City for the week ending November 29, 1913, averaged 11.03 cents per pound.

The West Side Branch, Master Butchers, will hold their annual entertainment and ball at Palm Garden on Sunday evening, December 7.

A defaulting cashier for Swift & Company at Toronto, Canada, was captured in New York this week. His shortage amounted to about \$700.

Adolf Goebel, the big Brooklyn provision manufacturer, has incorporated his business with a capital stock of \$300,000. It is now known as Adolf Goebel, Inc.

The annual entertainment and ball of the S. & S. Employees' Association was held at Terrace Garden last night. A full report will appear in the next issue of The National Provisioner.

The state of the weather during the Thanksgiving poultry season was well shown in the condemnation report of the New York Health Department, which seized and destroyed no less than 115,000 lbs. of poultry last week. This would equal 11,500 ten-pound turkeys!

Mr. and Mrs. Louis Appel announce the engagement of their daughter, Stella Appel, to Berthold Frank. The reception is at the Hotel Savoy on Sunday, December 14, from 3 to 6. Mr. Frank is the well-known head of the Washington Beef Company of New York City.

Several butchers were fined in court this week for having more or less spoiled meat in their possession, and two wholesalers were also fined. It has been bad weather for handling and keeping meats, and managers of branch houses and retailers cannot be too careful in this regard. It does not pay to hold stuff after it nears the turning point.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending November 29, 1913, by the New York City Department of Health: Meat.—Manhattan, 1,909 lbs.; Brooklyn, 23,816 lbs.; the Bronx, 375 lbs.; total, 26,100 lbs. Fish.—Manhattan, 10,800 lbs. Poultry.—Manhattan, 109,190 lbs.; Brooklyn, 5,361 lbs.; the Bronx, 490 lbs.; total, 115,041 lbs. Game.—Manhattan, 67,326 lbs.; Brooklyn, 606 lbs.; the Bronx, 115 lbs.; total, 68,047 lbs.

## New York Section

## THIS IS THE DOLLAR YOU SPENT.

What becomes of the dollar that you hand to the merchant in exchange for goods? Do you ever think about that?

If the store is an average store your dollar is broken into small pieces, each one of which has a little work of its own to do.

Four cents pays the fare of the goods from the place where they're made to the place where you found them.

Five cents pays the rent on the store that houses the goods—the store that keeps them fresh and unspoiled until you need them.

One cent pays light to help you and others see the goods.

Six cents pays the wages of folk who take down, wrap up and deliver the goods you buy.

Three cents pays for advertising the goods—tells you where to buy them.

And one cent is the busiest worker of them all. It pays the carpenter who fixes the store, pays the boy who delivers the goods, feeds the horses, oils the wagon, pays the tax and does a lot of things that you are apt to forget when you criticise the retailer for the high prices he charges.

Of the rest, eighty cents pays for the goods that you get, and with that your dollar stops working for you.

Think this over. Did you ever look at it in this light before?

## OMAHA LIVESTOCK MARKET.

(Concluded from page 38.)

is selling at a spread of \$5.25@6.25. Veal calves continue in active request and firmly held at \$6@10, but bulls, stags, etc., are slow sale and unevenly lower at from \$4.50@6.75.

Hogs are coming more freely of late, but not in better quality. Receipts for November were 190,000 head, the largest for the month in twelve years, while the average weight of the receipts was 219 pounds, the smallest average weight in twenty years. Naturally the heavy and butcher weights still command a good premium, and the light and under weight loads are becoming harder to move, even at big discounts. Trend of values has been lower right along, but the demand is broad and prices are going down very slowly. With 12,500 hogs here today the market was 5@10c. lower. Tops brought \$7.70 as against \$7.70 last Tuesday, and the bulk of the trading was at \$7.30@7.60 as against \$7.40@7.65 a week ago. Pigs are slow and uneven sellers at \$5.75@7.

Sheep receipts are running a little heavier than a year ago and quality has been very fair of late. Demand also keeps up well, and prices are in pretty much the same notches as a week ago. Feeder buyers continue to pick up the thin and short-fed stock, but considerably over half of the receipts are now going to the packers, and the volume of feeder business is decreasing. Fair to choice lambs are quoted at \$6.75@7.60; yearlings at \$5.50@6; wethers at \$4@4.75, and ewes at \$3.85@4.50.

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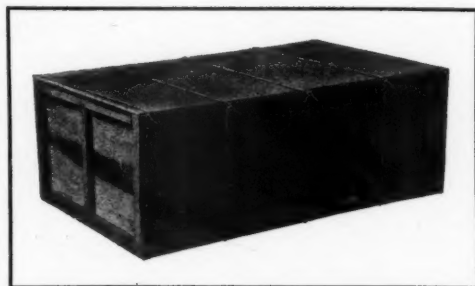
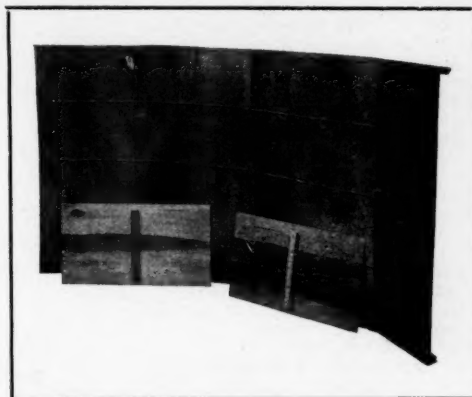
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Chicago

### FEDERAL MEAT PACKING CENSUS.

(Concluded from page 16.)

004, or 10.7 per cent. The increase in cost of beeves on the hoof for the same period was \$144,980,748, or 58.7 per cent.; of calves, \$17,777,469, or 245.1 per cent.; of sheep and lambs, \$23,065,099, or 62.6 per cent.; and of hogs, \$205,013,354, or 73.6 per cent. Thus hogs showed the greatest absolute, and calves the greatest relative, increase both in number and in cost during the 10 years.

The bulk of the slaughtering in 1909 was done by wholesale establishments, almost two-thirds of the animals being killed in such plants. The larger number of calves, how-

ever, were slaughtered by retail establishments. It is notable that a larger number of hogs than of other animals were slaughtered on farms and ranges. The number of hogs slaughtered on farms and ranges represented 82.8 per cent. of all animals slaughtered on farm and 28.9 per cent. of the total number of hogs slaughtered in the United States. Illinois ranked first in 1909, 1904 and 1899 in the slaughtering of each of the kinds of animals. Kansas ranked second in 1909 in the slaughter of beeves and hogs, and New York in the slaughter of calves and sheep and lambs. A comparison of the statistics for 1909 and 1899 indicates a shifting of the slaughter of beeves nearer to the source of supply, as the absolute increase in Illinois was only 124,140, while the increase in Kansas was 435,233 and in Texas 503,094.

There were increases during the decade 1899 to 1909 both in quantity and in value of all the products, with the exception of salted or cured beef and salted pork, each of which showed a decrease in quantity. The largest relative increase in value is shown for fresh veal, 225 per cent. "All other fresh meat," which includes goat and kid meat and dressed poultry, and also edible offal—such as hearts, tongues, livers, heads, etc.—increased 109.8 per cent. in value during the decade.

Of the products other than meats, lard is the most important, showing an increase during the decade of 21.9 per cent. in quantity and of 119.8 per cent. in value. No statistics relative to the manufacture of oleomargarine in slaughtering and meat-packing establishments were collected at censuses prior to 1909. Of the total number of hides taken from animals slaughtered by

establishments in the slaughtering and meat-packing industry, approximately 8,115,000 were cattle hides and 1,445,000 calfskins. In addition, a large number of calfskins were sold on the carcasses. From 1899 to 1909 the quantity of wool taken from animals slaughtered by establishments in this industry increased 65.8 per cent., and the value 149.7 per cent.

The quantity of pork produced was practically the same in 1909 as in 1899. The three other kinds of meat listed in the table, on the other hand, increased considerably, so that, although pork still held first place, it showed a pronounced decline in importance as compared with the others. The quantity of veal reported almost trebled during the decade.

### WHY YOU SHOULD KEEP A FILE.

In connection with the practical trade information published every week on page 18, The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of The National Provisioner he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully-arranged index of the important items appearing in our columns is published every six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information.

The binder is new, and is the handiest and most practical yet put on the market, and it costs less than the old binder, too! It is finished in vellum de luxe and leather, with gold lettering, and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

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Grandma Gets One

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers	.....	\$7.75@8.85
Poor to fair native steers	.....	5.75@7.05
Oxen and stags	.....	4.50@7.80
Bulls and dry cows	.....	3.25@7.00
Good to choice native steers one year ago	.....	8.25@9.00

## LIVE CALVES.

Live veal, com. to choice, per 100 lbs.	.....	10.00@13.00
Live calves, Western, per 100 lbs.	.....	@ 7.75
Live calves, Indiana fed	.....	6.00@ 7.00
Live veal calves, yearlings, per 100 lbs.	.....	4.00@ 5.00
Live veal calves, culls	.....	7.00@ 8.00

## LIVE SHEEP AND LAMBS.

Live lambs, medium to good	.....	7.75@ 8.35
Live lambs, culls	.....	5.50@ 6.00
Live sheep, ewes	.....	3.50@ 4.75
Live sheep, culls and bucks, per 100 lbs.	.....	3.00@ 3.25

## LIVE HOGS.

Hogs, heavy	.....	8.25@ 8.30
Hogs, medium	.....	@ 8.40
Hogs, 140 lbs.	.....	@ 8.40
Pigs	.....	@ 8.10
Rough	.....	7.10@ 7.30

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	.....	13 @14
Choice, native light	.....	12½@13½
Native, common to fair	.....	10 @12

### WESTERN DRESSED BEEF.

Choice native heavy	.....	@13
Choice native light	.....	12½@13
Native, common to fair	.....	12½@13
Choice Western, heavy	.....	@12½
Choice Western, light	.....	11 @12
Common to fair Texas	.....	10 @11
Good to choice heifers	.....	@12
Common to fair heifers	.....	11½@12
Choice cows	.....	10½@11
Common to fair cows	.....	@10½
Fleshy Bologna bulls	.....	@10

## BEEF CUTS.

	Western.	City.
No. 1 ribs	.....14 @15	15 @16½
No. 2 ribs	.....12 @13	14 @15½
No. 3 ribs	.....10 @11	11 @13½
No. 1 loins	.....14 @15	16 @16½
No. 2 loins	.....12 @13	14 @15
No. 3 loins	.....10 @11	13 @13½
No. 1 hinds and ribs	.....13 @14	@15½
No. 2 hinds and ribs	.....@13½	@14
No. 3 hinds and ribs	.....@13	@12
No. 1 rounds	.....11½@12½	@12½
No. 2 rounds	.....10½@11½	@11½
No. 3 rounds	.....9½@10½	@11
No. 1 chucks	.....11 @12	@13
No. 2 chucks	.....9½@10½	@12½
No. 3 chucks	.....8½@9½	@12

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	.....	@19
Veals, country dressed, per lb.	.....	@16
Western calves, choice	.....	@15
Western calves, fair to good	.....	12 @14
Western calves, common	.....	10 @11
Grassers and buttermilks	.....	@10

## DRESSED HOGS.

Hogs, heavy	.....	@10½
Hogs, 180 lbs.	.....	@11
Hogs, 160 lbs.	.....	@11½
Hogs, 140 lbs.	.....	@11½
Pigs	.....	@11½

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.	.....	@15
Lambs, good	.....	@14
Lambs, medium to good	.....	@12
Sheep, choice	.....	@10½
Sheep, medium to good	.....	@9½
Sheep, culls	.....	@8

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.	.....	@17
Smoked hams, 12 to 14 lbs. avg.	.....	@16½
Smoked hams, 14 to 16 lbs. avg.	.....	@16
Smoked picnic, light	.....	@14½
Smoked picnic, heavy	.....	@14½
Smoked shoulders	.....	@13

Smoked bacon, boneless	.....	@18
Smoked bacon (rib in)	.....	@16½
Dried beef sets	.....	@28
Smoked beef tongue, per lb.	.....	@18
Pickled bellies, heavy	.....	@14½

## FRESH PORK CUTS.

Fresh pork loins, city	.....	14 @17
Fresh pork loins, Western	.....	12½@15
Fresh pork tenderloins	.....	@32
Frozen pork tenderloins	.....	@31
Shoulders, city	.....	12½@13
Shoulders, Western	.....	@12½
Butts, regular	.....	14 @14½
Butts, boneless	.....	15½@16
Fresh hams, city	.....	@16½
Fresh hams, Western	.....	@15½
Fresh picnic hams	.....	@12½

## BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	.....	per 100 pcs. \$95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per	.....	100 pcs. 80.00@ 85.00
Black hoofs, per ton	.....	40.00@ 45.00
Striped hoofs, per ton	.....	50.00@ 55.00
White hoofs, per ton	.....	95.00@ 97.50
Thigh bones, avg. 85 to 90 lbs. per	.....	100 pcs. 90.00@100.00
Horns, avg. 7½ oz. and over	.....	280.00@285.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues	.....	@14½c. a pound
Fresh cow tongues	.....	12½@13c. a pound
Calves' heads, scalded	.....	45 @50c. apiece
Sweetbreads, veal	.....	45 @90c. a pair
Sweetbreads, beef	.....	25 @30c. a pound
Calves' livers	.....	@25c. a pound
Beef kidneys	.....	@15c. apiece
Mutton kidneys	.....	@8c. apiece
Livers, beef	.....	8½@10c. a pound
Oxtails	.....	8 @9c. apiece
Hearts, beef	.....	@6c. a pound
Rolls, beef	.....	@27c. a pound
Tenderloins, beef, Western	.....	20 @35c. a pound
Lamb's fries	.....	8 @8½c. a pair
Extra lean pork trimmings	.....	15½@16c. a pound
Blade meat	.....	@12½c. a pound

## BUTCHERS' FAT.

Ordinary shop fat	.....	@ 2%
Suet, fresh and heavy	.....	@ 6
Shop bones, per cwt.	.....	25 @35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	.....	@80
Sheep, imp., medium, per bundle	.....	@80
Sheep, imp., per bundle	.....	@50
Sheep, domestic, wide, per bundle	.....	@70
Sheep, domestic, medium, per bundle	.....	@80
Sheep, domestic, narrow med., per bundle	.....	@25
Hog, American, free of salt, tcs. or bbls., per lb., f. o. s. New York	.....	@70
Hog, extra narrow selected, per lb.	.....	@70
Hog, middles	.....	@11
Beef rounds, domestic, per set, f. o. b. Chicago	.....	@18
Beef rounds, export, per set, f. o. b. New York	.....	@25
Beef bungs, piece, f. o. b. New York	.....	@20
Beef middles, per set, f. o. b. New York	.....	@74
Beef middles, per set, f. o. b. Chicago	.....	@71
Beef wassands, per 1,000, No. 1s.	.....	@ 7½
Beef wassands, per 1,000, No. 2s.	.....	@ 4

## SPICES.

	Whole.	Ground.
Pepper, Sing., white	.....19	21
Pepper, Sing., black	.....12½	14½
Pepper, Penang, white	.....16½	18½
Pepper, red Zanzibar	.....12	15
Allspice	.....5½	7½
Cinnamon	.....16	20
Coriander	.....7	9
Cloves	.....17	20
Ginger	.....9	12
Mace	.....65	70

## SALTPETRE.

Crude	.....	4½@ 5
Refined—Granulated	.....	@ 6½
Crystals	.....	5½@ 7
Powdered	.....	@ 6

## GREEN CALFSKINS.

No. 1 skins	.....	@ 26
No. 2 skins	.....	@ 24
No. 3 skins	.....	@ 14
Branded skins	.....	@ 18
Ticky skins	.....	@ 18
No. 1 B. M. skins	.....	@ 24
No. 2 B. M. skins	.....	@ 22
No. 1, 12½-14	.....	@2.80
No. 2, 12½-14	.....	@2.55
No. 1 B. M., 12½-14	.....	@2.45
No. 2 B. M., 12½-14	.....	@2.20
No. 1 kips, 14-18	.....	@2.85
No. 2 kips, 14-18	.....	@2.70
No. 1 B. M. kips	.....	@2.20
No. 2 B. M. kips	.....	@2.10
No. 1, heavy kips, 18 and over	.....	@3.70
No. 2, heavy kips, 18 and over	.....	@3.45
Branded kips	.....	@1.90
Heavy branded kips	.....	@2.25
Ticky kips	.....	@2.15
Heavy ticky kips	.....	@2.50

## DRESSED POULTRY.

### FRESH KILLED.

Turkeys—Dry-picked—		
Md., Delaware and Jersey fancy	.....	@30
Md., Delaware and Jersey, poor to fair	.....	@22
Virginia, selected, fancy	.....	@26
Virginia, poor to fair	.....	@20
State and Penn., selected fancy	.....	@26
Western, small boxes, dry-pick., selected fancy	.....	@26
Western, bbls., dry-pick., selected fancy	.....	@25
Western, bbls., dry-pick., avg. best	.....	@22
Western, bbls., scalded, selected fancy	.....	@24
Ohio and Michigan, bbls., scalded, selected fancy	.....	@24
Turkeys, poor	.....	@18
Chickens—		
Dry packed	.....	@16
Broilers, in bbls., fancy	.....	@23
Roasting	.....	@16
Fowl—Dry packed, 12 to box—		
Western, 48 to 55 lbs. to doz., dry-picked, fancy	.....	@17½
Western boxes, 30 to 42 lbs. to doz., dry-picked	.....	@14½
Fowl—Iced, bbls.—		
Western, dry-picked, 4 lbs.	.....	@16
Southern and S. Western, dry-picked	.....	@15
Other Poultry—		
Old Cocks, per lb.	.....	@12½
Squabs, prime, white, 10 lbs. to doz., per doz.	.....	@4.75

## LIVE POULTRY.

Chickens, nearby, per lb.	.....	16½@17
Chickens, Western, per lb.	.....	@16½
Chickens, per lb., Southern	.....	@16½
Fowls, via freight, average, fine	.....	@16½
Fowls, via express	.....	16½@17
Old Roosters, per lb.	.....	@11½
Turkeys, hens and toms, mixed	.....	@18
Ducks, other nearby, spring	.....	@17
Ducks, West. and So., per lb.	.....	@14
Geese, per lb.	.....	@16
Guineas, per pair	.....	@75

## BUTTER.

Creamery, Extras	.....	34 @35
Creamery, Firsts	.....	27 @32
Process, Extras	.....	25½@26
Process, Firsts	.....	24 @24½

## EGGS.

Fresh gathered, extras	.....	44 @46
Fresh gathered, extra firsts	.....	42 @43
Fresh gathered, firsts	.....	40 @41
Fresh gathered, seconds	.....	37 @39

## FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.	
Bone meal, steamed, per ton	.....\$21.00 @21.50
Bone meal, raw, per ton	.....28.00 @29.00
Hoof meal, per unit, Chicago	.....@ 2.95
Dried blood, West, high grade, fine, f. o. b. Chicago, prompt	.....@ 3.25
Nitrate of soda—spot	.....2.15 @ 2.20
Bone black, discard, sugar house del. New York	.....25.00 @26.00
Dried tankage, N. Y., 11 to 12 per cent ammonia, f. o. b. New York	.....3.20 and 10c.
Tankage, 11 and 15 p. c. f. o. b. Chicago, prompt	.....3.07½ and 10c.
Garbage tankage, f. o. b. New York	.....7.00 @ 7.50
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, New York (nominal)	.....3.55 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime, c. i. f. Charleston and New York	.....3.80 and 10c.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid)	.....nominal
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%	.....3.10 @ 3.15
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%	.....3.10 @ 3.15
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston	.....6.50 @ 7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.	.....5.50 @ 5.75
The same, dried	.....3.75 @ 4.00



